# THE COSTAR RETAIL REPORT

FIRST QUARTER 2007

# **Atlanta Retail Market**





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#### **METHODOLOGY**

The CoStar Retail Report calculates Retail statistics using CoStar Group's base of existing, under construction and under renovation Retail buildings in each given metropolitan area. All Retail building types are included, including Community Center, Freestanding Retail, Neighborhood Center, Power Center, Regional Mall, Specialty Center and Unanchored Strip Center, in both single-tenant and multitenant buildings, including owner-occupied buildings. CoStar Group's national database includes approximately 33.6 billion square feet of coverage in 1.2 million properties. All rental rates reported in the CoStar Retail Report are calculated using the quoted rental rate for each property.

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#### CoStar Group, Inc.

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#### TERMS & DEFINITIONS

Anchor Tenant: A large national or regional retailer that serves as a primary draw for a shopping center; a store strategically located in a retail property in order to enhance, bring attention to, or increase traffic at the property. Sometimes called a "destination" tenant, usually these tenants lease at least 25,000 SF.

**Availability Rate:** The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

Available Space: The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

Buyer: The individual, group, company, or entity that has purchased a commercial real estate asset.

Cap Rate: Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

Community Center: A shopping center development that has a total square footage between 100,000 – 350,000 SF. Generally will have 2-3 large anchored tenants, but not department store anchors. Community Center typically offers a wider range of apparel and other soft goods than the Neighborhood Center. Among the more common anchors are supermarkets and superdrugstores. Community Center tenants sometime contain retailers selling such items as apparel, home improvement/furnishings, toys, electronics or sporting goods. The center is usually configured as a strip, in a straight line, or an "L" or "U" shape.

Construction Starts: Buildings that began construction during a specific period of time. (See also: Deliveries)

Deliveries: Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certificate of occupancy must have been issued for the property.

**Delivery Date:** The date a building completes construction and receives a certificate of occupancy.

**Developer:** The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

Direct Space: Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

Existing Inventory: The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Freestanding Retail: Single tenant building with a retail tenant. Examples include video stores, fast food restaurant, etc.

Full Service Rental Rate: Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and incurance

General Retail: Typically are single tenant freestanding generalpurpose commercial buildings with parking. Many single retail buildings fall into this use code, especially when they don't meet any of the more detailed use code descriptions.

**Growth in Inventory:** The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

Landlord Rep: (Landlord Representative) In a typical lease trans-

action between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

Leased Space: All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

Leasing Activity: The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

Lifestyle Center: An upscale, specialty retail, mainstreet concept shopping center. An open center, usually without anchors, about 300,000 SF GLA or larger, located near affluent neighborhoods, includes upscale retail, trendy restaurants and entertainment retail. Nicely landscaped with convenient parking located close to the stores.

Market: Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

**Multi-Tenant:** Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different tenant needs. (See also: Tenancy).

Neighborhood Center: Provides for the sales of convenience goods (food, drugs, etc.) and personal services (laundry, dry cleaning, etc.) for day-to-day living needs of the immediate neighborhood with a supermarket being the principal tenant. In theory, the typical GLA is 50,000 square feet. In practice, the GLA may range from 30,000 to 100,000 square feet.

**Net Absorption:** The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

New Space: Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

Occupied Space: Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

Outlet Center: Usually located in a rural or occasionally in a tourist location, an Outlet Center consists of manufacturer's outlet stores selling their own brands at a discount. 50,000 – 500,000 SF. An Outlet Center does not have to be anchored. A strip configuration is most common, although some are enclosed malls and others can be arranged in a village cluster.

Owner: The company, entity, or individual that holds title on a given building or property.

**Planned/Proposed:** The status of a building that has been announced for future development but not yet started construction.

Power Center: The center typically consists of several freestanding (unconnected) anchors and only a minimum amount of small specialty tenants. 250,000 – 600,000 SF. A Power Center is dominated by several large anchors, including discount department stores, off-price stores, warehouse clubs, or "category killers," i.e., stores that offer tremendous selection in a particular merchandise category at low prices.



Preleased Space: The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

**Price/SF:** Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Quoted Rental Rate: The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

**RBA:** Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

Region: Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

Regional Mall: Provides shopping goods, general merchandise, apparel, and furniture, and home furnishings in full depth and variety. It is built around the full-line department store with a minimum GLA of 100,000 square feet, as the major drawing power. For even greater comparative shopping, two, three, or more department stores may be included. In theory a regional center has a GLA of 400,000 square feet, and may range from 300,000 to more than 1,000,000 square feet. Regional centers in excess of 750,000 square feet GLA with three or more department stores are considered Super Regional. (See also: Supper Regional Mall).

Relet Space: Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant

Rentable Building Area: (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

Rental Rates: The annual costs of occupancy for a particular space quoted on a per square foot basis.

Sales Price: The total dollar amount paid for a particular property at a particular point in time.

**Sales Volume:** The sum of sales prices for a given group of buildings in a given time period.

Seller: The individual, group, company, or entity that sells a particular commercial real estate asset.

SF: Abbreviation for Square Feet.

**Single-Tenant:** Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

Specialty/Festival/Entertainment Center: These centers typically employ a unifying theme that is carried out by the individual shops in their architectural design and, to an extent, in their merchandise. Sometimes the biggest appeal of these centers is to tourists; they can be anchored by restaurants and entertainment facilities. These centers, generally located in urban areas, tend to be adapted from older, sometimes historic, buildings, and can be part of mixed-use projects. 80,000 – 250,000 SF.

Sports & Entertainment: A facility suited for recreational activities, including: Amusement Facility, Aquatic Facility/Swimming Pool, Bowling Alley, Casino/Gaming Facility, Equestrian Center/ Stable, Fitness, Court and Spa Facility, Golf Related, Racetrack, Skating Rink, Ski Resort, Sports Arena/Stadium, and Theatre/ Performing Art Facility.

Strip Center: A strip center is an attached row of stores or service outlets managed as a coherent retail entity, with on-site parking usually located in front of the stores. Open canopies may connect the storefronts, but a strip center does not have enclosed

walkways linking the stores. A strip center may be configured in a straight line, or have an "L" or "U" shape.

Sublease Space: Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

Submarkets: Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

Super Regional Mall: Similar to a regional mall, but because of its larger size, a super regional mall has more anchors, a deeper selection of merchandise, and draws from a larger population base. As with regional malls, the typical configuration is as an enclosed mall, frequently with multiple levels (See also: Regional Mall).

**Tenancy:** A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

**Tenant Rep:** Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

**Under Construction:** The status of a building that is in the process of being developed, assembled, built or constructed. A building is considered to be under construction after it has begun construction and until it receives a certificate of occupancy.

Vacancy Rate: A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

Vacant Space: Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

Weighted Average Rental Rate: Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

Year Built: The year in which a building completed construction and was issued a certificate of occupancy.

YTD: Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

OVERVIEW



# ATLANTA'S VACANCY RATE 8.0% 17,699,360 Square Feet Vacant at the End of the Quarter

he Atlanta retail market currently consists of 6,873 properties with 221,831,956 square feet of space. There is a total of 17,699,360 square feet vacant in the market, with the vacancy rate currently sitting at 8.0%. Rental rates are being quoted at \$15.57 per square foot. In first quarter 2007, a total of 27 properties with 614,535 square feet of space was built and completed in the market, with 6,864,838 square feet still under construction at the end of the quarter.

Tenants moving out of large blocks of space in 2007 include: Target moving out of 130,000 square feet at Newnan Crossing I & II; BJ's Wholesale Club moving out of 93,500 square feet at Newnan Crossing I & II; and Ingles moving out of 65,000 square feet at 2455 Salem Rd SE.

Tenants moving into large blocks of space in 2007 include: Wal-Mart Supercenter moving into 150,000 square feet at The District At Howell Mill; Light of Joy moving into 47,990 square feet at Riverdale Place Shopping Center; and Food Depot moving into 44,672 square feet at Rockbridge Plaza.

The largest lease signings occurring in 2007 included: the 83,552 square foot lease signed by Burlington Coat Factory at 1485 Highway 138; the 70,225-square foot deal signed by Kroger at Royal Lakes Market Place; and the 50,000 square foot lease signed by Ashley Furniture at Mill Rd.

Some of the notable 2007 deliveries include: Chapel Hill Centre, a 178,113-square-foot facility that delivered in first quarter 2007 and is now 73% occupied, and Old National Town Center - Building 100, a 47,787-square-foot building that delivered in first quarter 2007 and is now 95% occupied.

The largest projects underway at the end of first quarter 2007 were South Fulton Crossing, a 938,521-square-foot building with 76% of its space pre-leased, and South Point, a 570,000-square-foot facility that is 100% pre-leased.

#### **Shopping Center**

Atlanta has a total of 2,686 Shopping Center properties in the market, which amount to 165,914,984 square feet of space. Of this space, 12,843,639 square feet is vacant, which corresponds to a vacancy rate of 7.7%. Rental rates average \$15.45 per square foot, as of the end of the first quarter 2007. A total of 587,910 square feet of space was delivered to the market in the current quarter, with 5,200,380 square feet of space still under construction at the end of the quarter.

#### General Retail

The General Retail sector of the market, which includes all freestanding retail buildings, reported a vacancy rate of 9.0% at the end of first quarter 2007. There was a total of 4,753,132

square feet vacant at that time. The General Retail sector in Atlanta quotes rental rates at \$15.56 per square foot per year. There is currently 1,407,558 square feet of General Retail space under construction in the market, in addition to the 26,625 square feet that was completed in the first quarter. In all, there are a total of 4,157 buildings with 52,920,074 square feet of space in this sector of the market.

#### Other Retail

The Other Retail property types including Sports & Entertainment and Specialty/Festival/Entertainment Centers in Atlanta consist of 30 projects with 2,996,898 square feet of retail space. There are a total of 102,589 square feet vacant in the market, and the vacancy rate sits at 3.4%. Rental rates average \$26.73 per square foot for this market segment.

#### **Sales Activity**

Tallying retail building sales of 15,000 square feet or larger, Atlanta retail sales figures rose during the fourth quarter 2006 in terms of dollar volume compared to the third quarter of 2006.

In the fourth quarter, 68 retail transactions closed with a total volume of \$571,094,425. The 68 buildings totaled 5,131,462 square feet and the average price per square foot equated to \$111.29 per square foot. That compares to 67 transactions totaling \$551,278,259 in the third quarter 2006. The total square footage in the third quarter was 4,444,030 square feet for an average price per square foot of \$124.05.

Total retail center sales activity in 2006 was up compared to 2005. In the twelve months of 2006, the market saw 270 retail sales transactions with a total volume of \$1,953,046,387. The price per square foot averaged \$106.54. In the same twelve months of 2005, the market posted 218 transactions with a total volume of \$1,516,673,655. The price per square foot averaged \$113.17.

Cap rates have been lower in 2006, averaging 7.46% compared to the same period in 2005 when they averaged 8.09%.

One of the largest transactions that has occurred within the last four quarters in the Atlanta market is the sale of The Plaza at Windward (Phase II) in Alpharetta. This 79,398-square-foot retail center sold for \$20,985,000, or \$264.30 per square foot. The property sold on 12/11/2006, at a 7.2% cap rate.

Reports compiled by: Leonard M. Murphy, III, CoStar Property® Research Manager; Christiana Chiang, CoStar COMPS® Senior Research Associate.



MADKETS

# CoStar Markets & Submarkets

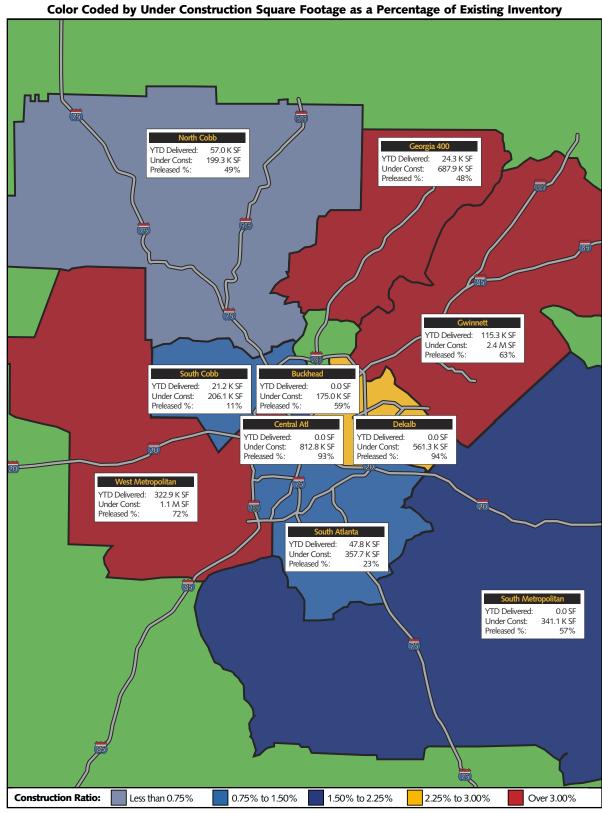
In analyzing metropolitan areas in the U.S., CoStar has developed geographic designations to help group properties together, called Regions, Markets and Submarkets. Regions are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are then divided into Markets, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Markets	Submarkets			
Buckhead Ret	Buckhead/Lenox Ret			
Central Atl Ret	CBD Ret	Chattahoochee Ret	Midtown/Brookwood Ret	
Central Perimeter Ret	Sandy Spring/N Ctrl Ret			
Dekalb Ret	Chamblee/Doraville Ret	Decatur/East Atl Ret	Northlake/I-85 Ret	Stone Mtn/Clarkston Ret
Georgia 400 Ret	Cumming/Forsyth Cnty Ret	Roswell/Alpharetta Ret	Dawson County Ret	
Gwinnett Ret	Gwinnett Mall/Duluth Ret Suwanee/Buford Ret	Lawrenceville/Dacula Ret Walton County Ret	Lilbum/Snellville Ret	Norcross/Peachtree Ret
North Cobb Ret	Bartow/Cartersville Ret Pickens County Ret	Cherokee/Woodstock Ret	Kennesaw/NW Cobb Ret	Town Center/Marietta Ret
South Atlanta Ret	College Park/SW Atl Ret	Forest Park/Morrow Ret	Riverdale/Jonesboro Ret	SE Atlanta Ret
South Cobb Ret	Cumberland/Galleria Ret	Powder Spring/Austell Ret		
South Metropolitan Ret	Fayette/Peachtree Ret Meriwether County Ret	Lithonia/Conyers Ret W Henry/Spalding Ret	Lamar County Ret	McDonough/Butts Ret
West Metropolitan Ret	Paulding Cnty/Dallas Ret Villa Rica/W Outlying Ret	S Fulton/Union City Ret W Carroll County Ret	Haralson County Ret	Heard County Ret
NE Atlanta Outlying Ret	Braselton/W Jackson Ret	E Jackson Ret	Gainesville/Hall Cnty Ret	S Barrow Ret



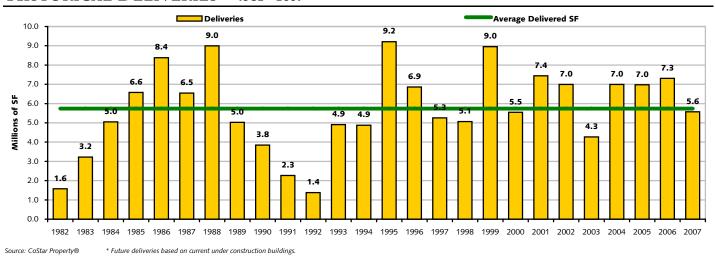
INVENTORY & DEVELOPMENT

# CONSTRUCTION HIGHLIGHTS IN SELECT COSTAR MARKETS



INVENTORY & DEVELOPMENT

# HISTORICAL DELIVERIES 1982 - 2007



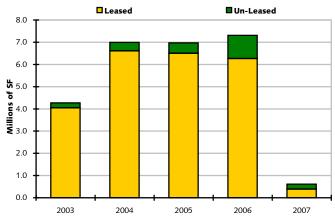
# CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

		Under Construct	ion Inventory		Average	Bldg Size
Market	# Bldgs	Total GLA	Preleased SF	Preleased %	All Existing	U/C
Gwinnett Ret	68	2,397,279	1,503,714	62.7%	37,142	35,254
West Metropolitan Ret	9	1,072,969	776,964	72.4%	31,567	119,219
Central Atl Ret	7	812,834	759,820	93.5%	26,729	116,119
Georgia 400 Ret	20	687,885	328,280	47.7%	34,619	34,394
Dekalb Ret	7	561,305	524,948	93.5%	24,842	80,186
South Atlanta Ret	23	357,692	81,582	22.8%	29,381	15,552
South Metropolitan Ret	12	341,107	195,420	57.3%	35,315	28,426
South Cobb Ret	11	206,063	22,636	11.0%	29,793	18,733
North Cobb Ret	14	199,293	97,210	48.8%	31,349	14,235
Buckhead Ret	2	175,028	103,028	58.9%	37,791	87,514
All Other	5	53,383	14,098	26.4%	38,541	10,677
Totals	178	6,864,838	4,407,700	64.2%	32,276	38,567

Source: CoStar Property®

#### RECENT DELIVERIES

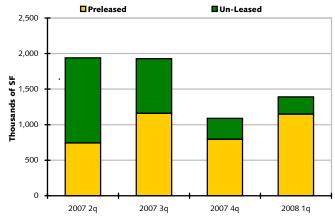
#### Leased & Un-Leased SF in Deliveries Since 2003



Source: CoStar Property®

# FUTURE DELIVERIES

#### Preleased & Un-Leased SF in Properties Scheduled to Deliver

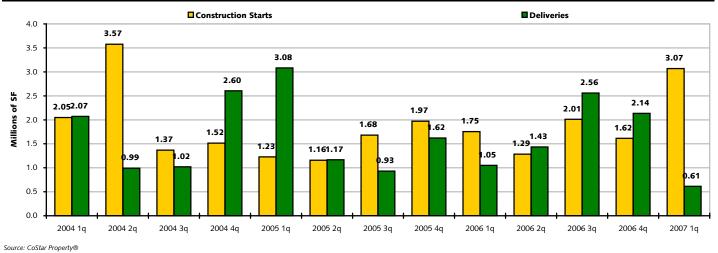






#### HISTORICAL CONSTRUCTION STARTS & DELIVERIES

#### **Square Footage Per Quarter Starting and Completing Construction**



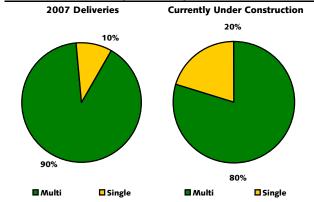
RECENT DELIVERIES BY PROJECT SIZE BREAKDOWN OF YEAR-TO-DATE DEVELOPMI

Building Size	# Bldgs	GLA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	26	436,422	271,042	62.1%	\$19.42	60,160	376,262
50,000 SF - 99,999 SF	0	0	0	0.0%	\$0.00	0	0
100,000 SF - 249,999 SF	1	178,113	117,555	66.0%	\$0.00	0	178,113
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

Source: CoStar Property®

#### RECENT DEVELOPMENT BY TENANCY

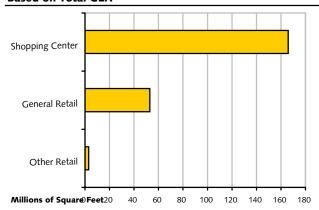
#### Based on GLA Developed for Single & Multi Tenant Use



Source: CoStar Property®

## **EXISTING INVENTORY COMPARISON**

#### Based on Total GLA





#### SELECT YEAR-TO-DATE DELIVERIES

#### **Based on Project Square Footage**

1. Chapel Hill Centre

Submarket: West Metropolitan Retail

Market RBA: 178,113 Occupied: 73%

Quoted Rate: Negotiable
Grnd Brk Date: Second Quarter 2006
Deliv Date: First Quarter 2007 Leasing Co: Regency Centers Regency Centers Developer:

Old National Town Center - Building 100

West Metropolitan Retail Submarket:

Market 47,787 Occupied: 95% Quoted Rate: Negotiable

Grnd Brk Date: Fourth Quarter 2006 Deliv Date: First Quarter 2007 Leasing Co: The Shopping Center Group,

Developer: **Hendon Properties**  3. 1860 Atkinson Rd

Submarket: **Gwinnett Retail Market** 

37,000 RBA: Occupied: Quoted Rate: \$21.00

Grnd Brk Date: Second Quarter 2006 First Quarter 2007 Deliv Date: Tanner Real Estate Services Leasing Co:

Developer:

Bay Creek Village

**Gwinnett Retail Market** Submarket:

RBA: 35,670 89% Occupied: Quoted Rate: \$22.00

Grnd Brk Date: Second Quarter 2006 Deliv Date: First Quarter 2007

**B.C.** Investments & Realty Co. Leasing Co:

N/A Developer:

Old National Town Center - Building 200

West Metropolitan Retail Submarket:

Market 34,480 RBA: Occupied: 80% Quoted Rate: Negotiable

Grnd Brk Date: Third Quarter 2006 Deliv Date: First Quarter 2007

The Shopping Center Group, Leasing Co:

Developer: N/A **Madison Place** 

North Cobb Retail Market Submarket:

RBA: 32,135 Occupied: 78% Quoted Rate: Negotiable

Grnd Brk Date: Second Quarter 2006 Deliv Date: First Quarter 2007 Madison Retail, LLC Leasing Co:

Developer:

**Shoppers World Lovejoy** 

Submarket: West Metropolitan Retail

Market RBA: 27,960 Occupied: 96% Quoted Rate: \$20.00

Grnd Brk Date: Third Quarter 2006 First Quarter 2007 Deliv Date:

Leasing Co: The Shopping Center Group,

**Nexgen Properties, LLC** Developer:

3555 Centerville Hwy

Submarket: **Gwinnett Retail Market** 

RBA: 24,000 Occupied: 49% Quoted Rate: Negotiable

Grnd Brk Date: Second Quarter 2006 First Quarter 2007 Deliv Date: Leasing Co: **Hendon Properties** 

Developer:

McEver Rd

Submarket: **NE Atlanta Outlying Retail** 

18,000 RBA: Occupied: Quoted Rate: \$20.00

Grnd Brk Date: Third Quarter 2006 First Quarter 2007 Deliv Date: Leasing Co: **Keller Williams Realty** 

Developer: N/A

10. Carrollton Pointe

Submarket: West Metropolitan Retail

Market RBA: 16,800 Occupied: 15% Quoted Rate: \$17.00

Grnd Brk Date: Second Quarter 2006 First Quarter 2007

Deliv Date: Leasing Co: N/A Developer:

11. Plaza Courtyard

Submarket: South Atlanta Retail Market RBA: 15,000

Occupied: Quoted Rate: \$15.00

Grnd Brk Date: Third Quarter 2006 Deliv Date: First Quarter 2007 JDH Developers Leasing Co:

Developer: N/A 12. Satellite & Lawrenceville Rd

Submarket: **Gwinnett Retail Market** 

RBA: 13,130 38% Occupied: \$25.00 Quoted Rate:

Grnd Brk Date: Second Quarter 2006 First Quarter 2007 Sullivan Wickley Leasing & Deliv Date: Leasing Co:

Manageme

Developer:

13. Shoppes at Rosewood Park

Georgia 400 Retail Market Submarket:

12,395 19% RBA: Occupied: Quoted Rate: \$18.00

Grnd Brk Date: Second Quarter 2006 Deliv Date: First Quarter 2007

Leasing Co: **JWB Realty** Developer: N/A

14. 1878 Mt Zion Rd

South Atlanta Retail Market 12,000 Submarket: RBA:

Occupied: 52% \$22.00 Quoted Rate:

Grnd Brk Date: Third Quarter 2006 Deliv Date: First Quarter 2007 Leasing Co: Atlanta Retail Group

Developer:

15. 1675 Peachtree Pky

Georgia 400 Retail Market 11,920 Submarket:

RBA: 0% Occupied: \$19.00 Quoted Rate:

Grnd Brk Date: Third Quarter 2006 Deliv Date: First Quarter 2007

Leasing Co: The Norton Agency

Developer: N/A



#### SELECT TOP UNDER CONSTRUCTION PROPERTIES

#### **Based on Project Square Footage**

1. South Fulton Crossing

Submarket: West Metropolitan Retail

Market RBA: 938,521 Preleased: 76% Quoted Rate: Negotiable

Grnd Brk Date: First Quarter 2007
Deliv Date: First Quarter 2008

Leasing Co: Weingarten Realty Investors

Developer:

**South Point** 

Submarket: Central Atl Retail Market

570,000 RBA: Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: Third Quarter 2006 Deliv Date: Third Quarter 2008 Leasing Co: North American Properties, Inc.

Developer:

1173 Commerce Dr

Submarket: Dekalb Retail Market

435,008 RBA: Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: First Quarter 2007 Deliv Date: First Quarter 2008

N/A Leasing Co: Developer:

3300 Buford Dr

Gwinnett Retail Market Submarket:

300,000 RBA: Preleased: 16% Quoted Rate: Negotiable

Grnd Brk Date: Third Quarter 2006 Deliv Date: Second Quarter 2007 Leasing Co: **American Star Development** Developer: American Star Development **Buford Dam Rd** 

Georgia 400 Retail Market 300,000 Submarket:

RBA: Preleased: 87% Quoted Rate: Negotiable

Grnd Brk Date: Fourth Quarter 2006 Deliv Date: Fourth Quarter 2007 Leasing Co: The Sembler Company Developer: The Sembler Company The Paragon at Satellite

Gwinnett Retail Market Submarket: 300,000 RBA:

60% Preleased: Quoted Rate: Negotiable

Grnd Brk Date: Fourth Quarter 2006 Deliv Date: Third Quarter 2007 Leasing Co: **United One Realty** 

Developer:

7. 302 Satellite Blvd NE

Submarket: **Gwinnett Retail Market** 

RBA: 180,000 Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: Third Quarter 2006 Deliv Date: Third Quarter 2007

Leasing Co: Developer:

Target

Submarket: Central Atl Retail Market

RBA: 150,000 Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: Third Quarter 2006 Third Quarter 2007 Deliv Date: Jones Lang LaSalle Inc. Leasing Co: Developer: Jacoby Development, Inc. 4480 Satellite Blvd

Submarket: **Gwinnett Retail Market** 

RBA: 145,674 Preleased: 100% N/A Quoted Rate:

Grnd Brk Date: First Quarter 2007 Fourth Quarter 2007 Deliv Date:

Leasing Co: Developer:

10. The Plaza at Suwanee Station

Submarket: Gwinnett Retail Market

RBA: 140,000 Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: Third Quarter 2006 Second Quarter 2007 Vici Real Estate Deliv Date:

Leasing Co: Developer: N/A 11. Kroger

Submarket: South Metropolitan Retail Market

RBA: 133,726 Preleased: 100% Quoted Rate: N/A

Grnd Brk Date: Fourth Quarter 2006 Deliv Date: Third Quarter 2007 Leasing Co: Madison Retail, LLC

Developer:

12. SR 20

Submarket: **Gwinnett Retail Market** 

RBA: 130,000 84% Preleased: Quoted Rate: Negotiable Grnd Brk Date: First Quarter 2007 Fourth Quarter 2007 Deliv Date: The Shopping Center Group, Leasing Co:

LLC Developer:

13. 1440 Dresden Dr

Buckhead Retail Market 103,028 100% Submarket:

RBA: Preleased: Quoted Rate: N/A

Grnd Brk Date: First Quarter 2007 Fourth Quarter 2007 Deliv Date:

Leasing Co: Village Place Brookhaven, LLC

Developer: N/A 14. SR 20

Gwinnett Retail Market 90,000 Submarket:

RBA: Preleased: Quoted Rate: Negotiable

Grnd Brk Date: Fourth Quarter 2006 Deliv Date: Third Quarter 2007

Leasing Co: The Shopping Center Group, LLC

Developer:

15. 3979 Buford Hwy

Submarket:

Buckhead Retail Market 72,000 RBA: Preleased: 0% Quoted Rate: Negotiable Grnd Brk Date: First Quarter 2007 Deliv Date: Fourth Quarter 2007 Leasing Co: The Henzlick Company

Developer: N/A

N/A



# GENERAL RETAIL MARKET STATISTICS

#### First Quarter 2007

	Existi	ing Inventory		Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Buckhead Ret	170	1,832,466	214,922	349,572	19.1%	0	175,028	\$26.56
Central Atl Ret	290	3,758,807	323,004	323,004	8.6%	0	70,834	\$22.22
Central Perimeter Ret	104	1,273,679	53,588	53,588	4.2%	0	0	\$18.05
Dekalb Ret	538	5,828,660	462,423	465,323	8.0%	0	519,305	\$14.45
Georgia 400 Ret	368	5,575,571	289,336	310,466	5.6%	0	62,718	\$17.67
Gwinnett Ret	606	9,990,480	733,709	773,909	7.7%	5,500	264,953	\$15.42
NE Atlanta Outlying Ret	114	919,644	79,946	79,946	8.7%	0	20,400	\$15.92
North Cobb Ret	531	5,909,217	499,842	508,400	8.6%	5,500	73,552	\$14.97
South Atlanta Ret	566	7,315,437	782,950	793,672	10.8%	5,625	156,024	\$14.57
South Cobb Ret	273	2,851,055	159,999	180,499	6.3%	10,000	17,800	\$14.26
South Metropolitan Ret	299	3,565,074	224,977	431,461	12.1%	0	6,944	\$15.18
West Metropolitan Ret	298	4,099,984	483,292	483,292	11.8%	0	40,000	\$8.32
Totals	4,157	52,920,074	4,307,988	4,753,132	9.0%	26,625	1,407,558	<b>\$</b> 15.56

Source: CoStar Property®

# OTHER RETAIL MARKET STATISTICS

#### First Quarter 2007

	Existing Inventory			Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Buckhead Ret	3	192,633	1,300	1,300	0.7%	0	0	\$0.00
Central Atl Ret	6	1,811,513	58,500	58,500	3.2%	0	150,000	\$37.62
Central Perimeter Ret	0	0	0	0	0.0%	0	0	\$0.00
Dekalb Ret	1	30,458	5,716	5,716	18.8%	0	0	\$0.00
Georgia 400 Ret	5	169,118	2,025	2,025	1.2%	0	0	\$0.00
Gwinnett Ret	4	165,958	2,048	2,048	1.2%	0	43,400	\$22.44
NE Atlanta Outlying Ret	0	0	0	0	0.0%	0	0	\$0.00
North Cobb Ret	4	129,860	20,600	20,600	15.9%	0	0	\$16.85
South Atlanta Ret	3	443,000	10,000	10,000	2.3%	0	0	\$0.00
South Cobb Ret	1	15,000	0	0	0.0%	0	0	\$0.00
South Metropolitan Ret	0	0	0	0	0.0%	0	35,000	\$15.00
West Metropolitan Ret	3	39,358	2,400	2,400	6.1%	0	28,500	\$0.00
Totals	30	2,996,898	102,589	102,589	3.4%	0	256,900	\$26.73



# SHOPPING CENTER MARKET STATISTICS

#### First Quarter 2007

	Exist	ing Inventory		Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Buckhead Ret	86	7,762,747	206,537	258,067	3.3%	0	0	\$18.86
Central Atl Ret	71	4,239,071	224,057	229,057	5.4%	0	592,000	\$25.43
Central Perimeter Ret	82	7,773,548	459,119	487,704	6.3%	0	0	\$16.70
Dekalb Ret	224	13,095,010	944,297	960,247	7.3%	0	42,000	\$11.78
Georgia 400 Ret	259	16,134,265	1,144,149	1,230,551	7.6%	24,315	625,167	\$18.89
Gwinnett Ret	555	33,114,124	2,473,954	2,700,276	8.2%	109,800	2,088,926	\$17.53
NE Atlanta Outlying Ret	96	5,295,547	346,058	427,362	8.1%	26,000	32,983	\$13.74
North Cobb Ret	356	21,892,900	1,625,549	1,629,349	7.4%	51,535	125,741	\$15.04
South Atlanta Ret	338	18,890,324	1,591,344	1,820,209	9.6%	42,200	201,668	\$12.67
South Cobb Ret	199	11,225,838	704,887	707,950	6.3%	11,200	188,263	\$13.78
South Metropolitan Ret	234	15,257,756	1,214,146	1,220,546	8.0%	0	299,163	\$14.69
West Metropolitan Ret	186	11,233,854	1,048,113	1,172,321	10.4%	322,860	1,004,469	\$12.18
Totals	2,686	165,914,984	11,982,210	12,843,639	7.7%	587,910	5,200,380	<b>\$15.45</b>

Source: CoStar Property®

# TOTAL RETAIL MARKET STATISTICS

#### First Quarter 2007

	Existing Inventory			Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Buckhead Ret	259	9,787,846	422,759	608,939	6.2%	0	175,028	\$22.22
Central Atl Ret	367	9,809,391	605,561	610,561	6.2%	0	812,834	\$25.08
Central Perimeter Ret	186	9,047,227	512,707	541,292	6.0%	0	0	\$16.99
Dekalb Ret	763	18,954,128	1,412,436	1,431,286	7.6%	0	561,305	\$12.69
Georgia 400 Ret	632	21,878,954	1,435,510	1,543,042	7.1%	24,315	687,885	\$18.72
Gwinnett Ret	1,165	43,270,562	3,209,711	3,476,233	8.0%	115,300	2,397,279	\$17.10
NE Atlanta Outlying Ret	210	6,215,191	426,004	507,308	8.2%	26,000	53,383	\$14.23
North Cobb Ret	891	27,931,977	2,145,991	2,158,349	7.7%	57,035	199,293	\$15.06
South Atlanta Ret	907	26,648,761	2,384,294	2,623,881	9.8%	47,825	357,692	\$13.38
South Cobb Ret	473	14,091,893	864,886	888,449	6.3%	21,200	206,063	\$13.86
South Metropolitan Ret	533	18,822,830	1,439,123	1,652,007	8.8%	0	341,107	\$14.74
West Metropolitan Ret	487	15,373,196	1,533,805	1,658,013	10.8%	322,860	1,072,969	\$10.90
Totals	6,873	221,831,956	16,392,787	17,699,360	8.0%	614,535	6,864,838	\$15.57



## GENERAL RETAIL SUBMARKET STATISTICS

First Quarter 2007

	Existi	ing Inventory		Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Bartow/Cartersville Ret	33	230,447	4,582	4,582	2.0%	0	0	\$0.00
Braselton/W Jackson Ret	1	9,180	0	0	0.0%	0	0	\$0.00
Buckhead/Lenox Ret	170	1,832,466	214,922	349,572	19.1%	0	175,028	\$26.56
CBD Ret	154	2,052,068	165,090	165,090	8.0%	0	38,000	\$21.55
Chamblee/Doraville Ret	77	1,054,689	109,060	111,960	10.6%	0	0	\$16.33
Chattahoochee Ret	73	827,716	72,209	72,209	8.7%	0	0	\$17.08
Cherokee/Woodstock Ret	166	1,872,125	203,154	203,154	10.9%	5,500	16,350	\$17.36
College Park/SW Atl Ret	153	1,038,206		140,856		0	8,624	\$17.36
Cumberland/Galleria Ret	115	1,330,524	140,856	92,723	13.6% 7.0%	0	0,624	\$12.96
			72,223					
Cumming/Forsyth Cnty Ret	121	1,659,325	93,803	94,343	5.7%	0	26,800	\$15.53
Dawson County Ret	7	268,505	0	0	0.0%	0	0	\$0.00
Decatur/East Atl Ret	169	1,836,298	184,673	184,673	10.1%	0	498,785	\$11.51
E Jackson Ret	11	58,757	5,500	5,500	9.4%	0	0	\$8.00
Fayette/Peachtree Ret	78	1,109,067	44,986	53,986	4.9%	0	0	\$12.18
Forest Park/Morrow Ret	164	2,483,330	241,068	251,790	10.1%	5,625	20,000	\$11.84
Gainesville/Hall Cnty Ret	98	657,121	74,446	74,446	11.3%	0	20,400	\$18.69
Gwinnett Mall/Duluth Ret	156	3,334,783	212,334	238,484	7.2%	0	176,184	\$14.18
Haralson County Ret	14	243,215	14,256	14,256	5.9%	0	0	\$5.59
Heard County Ret	4	16,023	500	500	3.1%	0	0	\$13.20
Kennesaw/NW Cobb Ret	187	2,052,750	107,472	116,030	5.7%	0	0	\$15.29
Lamar County Ret	2	13,716	0	0	0.0%	0	0	\$0.00
Lawrenceville/Dacula Ret	80	809,233	78,050	78,050	9.6%	0	21,438	\$14.99
Lilburn/Snellville Ret	94	1,148,897	98,490	101,790	8.9%	0	0	\$15.54
Lithonia/Conyers Ret	110	979,912	89,919	175,841	17.9%	0	6,944	\$16.13
McDonough/Butts Ret	59	785,457	29,350	29,350	3.7%	0	0	\$17.00
Meriwether County Ret	14	67,904	8,970	8,970	13.2%	0	0	\$0.00
Midtown/Brookwood Ret	63	879,023	85,705	85,705	9.8%	0	32,834	\$28.01
Norcross/Peachtree Ret	144	2,356,088	176,089	180,379	7.7%	0	0	\$14.32
Northlake/I-85 Ret	108	1,098,589	55,994	55,994	5.1%	0	14,520	\$17.01
Paulding Cnty/Dallas Ret	26	745,260	20,800	20,800	2.8%	0	0	\$18.75
Pickens County Ret	10	69,120	22,584	22,584	32.7%	0	0	\$0.00
Powder Spring/Austell Ret	158	1,520,531	87,776	87,776	5.8%	10,000	17,800	\$12.94
Riverdale/Jonesboro Ret	190	3,271,695	363,922	363,922	11.1%	0	127,400	\$15.62
Roswell/Alpharetta Ret	240	3,647,741	195,533	216,123	5.9%	0	35,918	\$19.63
S Barrow Ret	4	194,586	0	0	0.0%	0	0	\$0.00
S Fulton/Union City Ret	101	1,212,820	308,038	308,038	25.4%	0	0	\$6.70
Sandy Spring/N Ctrl Ret	104	1,273,679	53,588	53,588	4.2%	0	0	\$18.05
SE Atlanta Ret	59	522,206	37,104	37,104	7.1%	0	0	\$20.29
Stone Mtn/Clarkston Ret	184	1,839,084	112,696	112,696	6.1%	0	6,000	\$12.77
Suwanee/Buford Ret	112	1,682,407	141,605	148,065	8.8%	5,500	61,431	\$23.82
Town Center/Marietta Ret	135	1,684,775	162,050	162,050	9.6%	0	57,202	\$13.04
			-				-	
Villa Rica/W Outlying Ret	137	1,589,439	120,689	120,689	7.6%	0	10,000	\$18.60
W Carroll County Ret	16	293,227	19,009	19,009	6.5%	0	30,000	\$18.50
W Henry/Spalding Ret	36	609,018	51,752	163,314	26.8%	0	0	\$18.68
Walton County Ret	20	659,072	27,141	27,141	4.1%	0	5,900	\$0.00



#### OTHER RETAIL SURMARKET STATISTICS

OTHER RETAI	L SUBM	iarket Sta	TISTICS				First Qu	arter 2007
	Exist	ing Inventory		Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Bartow/Cartersville Ret	0	0	0	0	0.0%	0	0	\$0.00
Braselton/W Jackson Ret	0	0	0	0	0.0%	0	0	\$0.00
Buckhead/Lenox Ret	3	192,633	1,300	1,300	0.7%	0	0	\$0.00
CBD Ret	5	1,731,513	30,000	30,000	1.7%	0	0	\$37.62
Chamblee/Doraville Ret	0	0	0	0	0.0%	0	0	\$0.00
Chattahoochee Ret	1	80,000	28,500	28,500	35.6%	0	150,000	\$0.00
Cherokee/Woodstock Ret	1	17,175	0	0	0.0%	0	0	\$0.00
College Park/SW Atl Ret	2	433,000	0	0	0.0%	0	0	\$0.00
Cumberland/Galleria Ret	1	15,000	0	0	0.0%	0	0	\$0.00
Cumming/Forsyth Cnty Ret	0	0	0	0	0.0%	0	0	\$0.00
Dawson County Ret	0	0	0	0	0.0%	0	0	\$0.00
Decatur/East Atl Ret	0	0	0	0	0.0%	0	0	\$0.00
E Jackson Ret	0	0	0	0	0.0%	0	0	\$0.00
Fayette/Peachtree Ret	0	0	0	0	0.0%	0	35,000	\$15.00
Forest Park/Morrow Ret	0	0	0	0	0.0%	0	0	\$0.00
Gainesville/Hall Cnty Ret	0	0	0	0	0.0%	0	0	\$0.00
Gwinnett Mall/Duluth Ret	0	0	0	0	0.0%	0	0	\$0.00
Haralson County Ret	0	0	0	0	0.0%	0	0	\$0.00
Heard County Ret	0	0	0	0	0.0%	0	0	\$0.00
Kennesaw/NW Cobb Ret	2	90,880	12,400	12,400	13.6%	0	0	\$19.87
Lamar County Ret	0	0	0	0	0.0%	0	0	\$0.00
Lawrenceville/Dacula Ret	0	0	0	0	0.0%	0	0	\$0.00
Lilburn/Snellville Ret	1	33,860	2,048	2,048	6.0%	0	0	\$11.00
Lithonia/Conyers Ret	0	0	0	0	0.0%	0	0	\$0.00
McDonough/Butts Ret	0	0	0	0	0.0%	0	0	\$0.00
Meriwether County Ret	0	0	0	0	0.0%	0	0	\$0.00
Midtown/Brookwood Ret	0	0	0	0	0.0%	0	0	\$0.00
Norcross/Peachtree Ret	2	110,098	0	0	0.0%	0	0	\$0.00
Northlake/I-85 Ret	0	0	0	0	0.0%	0	0	\$0.00
Paulding Cnty/Dallas Ret	2	25,758	0	0	0.0%	0	0	\$0.00
Pickens County Ret	0	0	0	0	0.0%	0	0	\$0.00
Powder Spring/Austell Ret	0	0	0	0	0.0%	0	0	\$0.00
Riverdale/Jonesboro Ret	1	10,000	10,000	10,000	100.0%	0	0	\$0.00
Roswell/Alpharetta Ret	5	169,118	2,025	2,025	1.2%	0	0	\$0.00
S Barrow Ret	0	0	0	0	0.0%	0	0	\$0.00
S Fulton/Union City Ret	1	13,600	2,400	2,400	17.6%	0	0	\$0.00
Sandy Spring/N Ctrl Ret	0	0	0	0	0.0%	0	0	\$0.00
SE Atlanta Ret	0	0	0	0	0.0%	0	0	\$0.00
Stone Mtn/Clarkston Ret	1	30,458	5,716	5,716	18.8%	0	0	\$0.00
Suwanee/Buford Ret	1	22,000	0	0	0.0%	0	43,400	\$24.00
Town Center/Marietta Ret	1	21,805	8,200	8,200	37.6%	0	0	\$11.00
Villa Rica/W Outlying Ret	0	0	0	0	0.0%	0	28,500	\$0.00
W Carroll County Ret	0	0	0	0	0.0%	0	0	\$0.00
W Henry/Spalding Ret	0	0	0	0	0.0%	0	0	\$0.00
Walton County Ret	0	0	0	0	0.0%	0	0	\$0.00
Totals	30	2,996,898	102,589	102,589	3.4%	0	256,900	\$26.73



# SHOPPING CENTER SUBMARKET STATISTICS

First Quarter 2007

SHOPPING CE		ing Inventory				VTD		arter 2007
				Vacancy		YTD	Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Bartow/Cartersville Ret	19	1,660,795	148,235	148,235	8.9%	0	0	\$9.40
Braselton/W Jackson Ret	4	168,523	3,450	3,450	2.0%	0	9,983	\$20.16
Buckhead/Lenox Ret	86	7,762,747	206,537	258,067	3.3%	0	0	\$18.86
CBD Ret	24	679,085	67,461	72,461	10.7%	0	570,000	\$23.41
Chamblee/Doraville Ret	29	1,325,400	158,171	158,171	11.9%	0	20,000	\$19.12
Chattahoochee Ret	27	1,156,571	74,993	74,993	6.5%	0	0	\$17.06
Cherokee/Woodstock Ret	103	4,790,177	286,202	286,202	6.0%	10,800	58,462	\$16.85
College Park/SW Atl Ret	70	5,435,149	237,462	345,012	6.3%	0	31,500	\$10.67
Cumberland/Galleria Ret	92	5,168,523	300,088	303,151	5.9%	0	49,710	\$15.84
Cumming/Forsyth Cnty Ret	70	3,373,702	298,185	306,825	9.1%	11,920	403,400	\$15.77
Dawson County Ret	8	813,258	28,740	28,740	3.5%	0	0	\$15.36
Decatur/East Atl Ret	50	3,037,909	292,029	292,029	9.6%	0	10,000	\$8.46
E Jackson Ret	6	703,994	45,332	77,932	11.1%	0	0	\$0.00
Fayette/Peachtree Ret	60	5,031,610	285,426	285,426	5.7%	0	46,837	\$17.75
Forest Park/Morrow Ret	115	5,029,412	659,403	780,718	15.5%	0	109,275	\$10.52
Gainesville/Hall Cnty Ret	75	3,756,022	251,031	295,735	7.9%	26,000	23,000	\$14.60
Gwinnett Mall/Duluth Ret	165	11,604,478	926,496	943,946	8.1%	37,000	922,323	\$20.11
Haralson County Ret	5	228,199	10,000	10,000	4.4%	0	0	\$8.00
Heard County Ret	2	38,413	0	0	0.0%	0	0	\$0.00
Kennesaw/NW Cobb Ret	108	6,045,013	489,516	492,116	8.1%	32,135	60,324	\$14.93
Lamar County Ret	2	88,247	0	0	0.0%	0	0	\$0.00
Lawrenceville/Dacula Ret	51	2,966,064	102,464	193,177	6.5%	35,670	20,650	\$16.21
Lilburn/Snellville Ret	83	5,423,522	529,483	589,483	10.9%	24,000	35,700	\$13.76
Lithonia/Conyers Ret	92	6,647,102	522,268	528,668	8.0%	0	172,726	\$13.66
McDonough/Butts Ret	51	1,662,980	103,955	103,955	6.3%	0	51,600	\$18.05
Meriwether County Ret	2	101,828	6,500	6,500	6.4%	0	0	\$0.00
Midtown/Brookwood Ret	20	2,403,415	81,603	81,603	3.4%	0	22,000	\$35.47
Norcross/Peachtree Ret	127	5,394,007	460,637	473,371	8.8%	0	330,639	\$15.10
Northlake/I-85 Ret	61	4,896,727	246,354	246,354	5.0%	0	0	\$13.05
Paulding Cnty/Dallas Ret	29	1,628,989	240,142	248,782	15.3%	0	20,000	\$13.47
Pickens County Ret	6	307,209	13,812	13,812	4.5%	0	0	\$13.00
Powder Spring/Austell Ret	107	6,057,315	404,799	404,799	6.7%	11,200	138,553	\$12.61
Riverdale/Jonesboro Ret	129	7,002,078	660,970	660,970	9.4%	42,200	57,470	\$15.43
Roswell/Alpharetta Ret	181	11,947,305	817,224	894,986	7.5%	12,395	221,767	\$20.08
•						0		
S Barrow Ret S Fulton/Union City Ret	11 47	667,008 3,122,477	46,245 354,024	50,245 354,024	7.5%	99,987	0	\$9.88 \$8.97
,						-	938,521	
Sandy Spring/N Ctrl Ret	82	7,773,548	459,119	487,704	6.3%	0	0	\$16.70
SE Atlanta Ret	24	1,423,685	33,509	33,509	2.4%	0	3,423	\$10.22
Stone Mtn/Clarkston Ret	84	3,834,974	247,743	263,693	6.9%	0	12,000	\$11.68
Suwanee/Buford Ret	114	6,749,944	314,582	331,007	4.9%	13,130	779,614	\$20.47
Town Center/Marietta Ret	120	9,089,706	687,784	688,984	7.6%	8,600	6,955	\$15.16
Villa Rica/W Outlying Ret	88	5,366,556	357,458	473,026	8.8%	178,113	45,948	\$13.83
W Carroll County Ret	15	849,220	86,489	86,489	10.2%	44,760	0	\$13.05
W Henry/Spalding Ret	27	1,725,989	295,997	295,997	17.1%	0	28,000	\$11.85
Walton County Ret	15	976,109	140,292	169,292	17.3%	0	0	\$9.37
Totals	2,686	165,914,984	11,982,210	12,843,639	7.7%	587,910	5,200,380	\$15.45



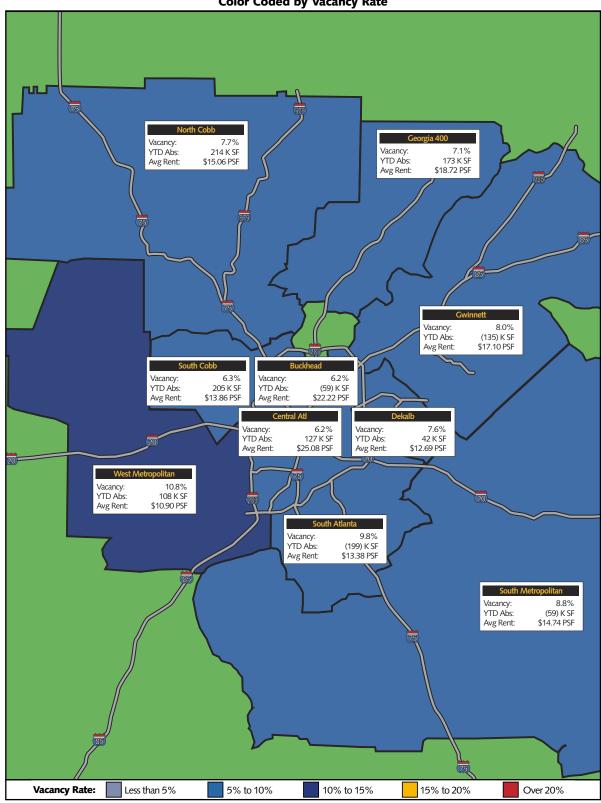
# TOTAL RETAIL SUBMARKET STATISTICS

First Quarter 2007

I OTAL RETAI		ing Inventory		Vacancy		YTD	First Qu	
			D: 100		N 0/		Under	Quoted
Market	# Bldgs	Total GLA	Direct SF	Total SF	Vac %	Deliveries	Const SF	Rates
Bartow/Cartersville Ret	52	1,891,242	152,817	152,817	8.1%	0	0	\$9.40
Braselton/W Jackson Ret	5	177,703	3,450	3,450	1.9%	0	9,983	\$20.16
Buckhead/Lenox Ret	259	9,787,846	422,759	608,939	6.2%	0	175,028	\$22.22
CBD Ret	183	4,462,666	262,551	267,551	6.0%	0	608,000	\$25.08
Chamblee/Doraville Ret	106	2,380,089	267,231	270,131	11.3%	0	20,000	\$17.19
Chattahoochee Ret	101	2,064,287	175,702	175,702	8.5%	0	150,000	\$17.07
Cherokee/Woodstock Ret	270	6,679,477	489,356	489,356	7.3%	16,300	74,812	\$16.95
College Park/SW Atl Ret	225	6,906,355	378,318	485,868	7.0%	0	40,124	\$11.11
Cumberland/Galleria Ret	208	6,514,047	372,311	395,874	6.1%	0	49,710	\$16.06
Cumming/Forsyth Cnty Ret	191	5,033,027	391,988	401,168	8.0%	11,920	430,200	\$15.72
Dawson County Ret	15	1,081,763	28,740	28,740	2.7%	0	0	\$15.36
Decatur/East Atl Ret	219	4,874,207	476,702	476,702	9.8%	0	508,785	\$9.31
E Jackson Ret	17	762,751	50,832	83,432	10.9%	0	0	\$8.00
Fayette/Peachtree Ret	138	6,140,677	330,412	339,412	5.5%	0	81,837	\$16.98
Forest Park/Morrow Ret	279	7,512,742	900,471	1,032,508	13.7%	5,625	129,275	\$10.94
Gainesville/Hall Cnty Ret	173	4,413,143	325,477	370,181	8.4%	26,000	43,400	\$15.70
Gwinnett Mall/Duluth Ret	321	14,939,261	1,138,830	1,182,430	7.9%	37,000	1,098,507	\$18.58
Haralson County Ret	19	471,414	24,256	24,256	5.1%	0	0	\$6.12
Heard County Ret	6	54,436	500	500	0.9%	0	0	\$13.20
Kennesaw/NW Cobb Ret	297	8,188,643	609,388	620,546	7.6%	32,135	60,324	\$15.17
Lamar County Ret	4	101,963	0	0	0.0%	0	0	\$0.00
Lawrenceville/Dacula Ret	131	3,775,297	180,514	271,227	7.2%	35,670	42,088	\$15.93
Lilburn/Snellville Ret	178	6,606,279	630,021	693,321	10.5%	24,000	35,700	\$13.81
Lithonia/Conyers Ret	202	7,627,014	612,187	704,509	9.2%	0	179,670	\$13.91
McDonough/Butts Ret	110	2,448,437	133,305	133,305	5.4%	0	51,600	\$18.01
Meriwether County Ret	16	169,732	15,470	15,470	9.1%	0	0	\$0.00
Midtown/Brookwood Ret	83	3,282,438	167,308	167,308	5.1%	0	54,834	\$31.52
Norcross/Peachtree Ret	273	7,860,193	636,726	653,750	8.3%	0	330,639	\$14.87
Northlake/I-85 Ret	169	5,995,316	302,348	302,348	5.0%	0	14,520	\$13.66
Paulding Cnty/Dallas Ret	57	2,400,007	260,942	269,582	11.2%	0	20,000	\$13.62
Pickens County Ret	16	376,329	36,396	36,396	9.7%	0	0	\$13.00
Powder Spring/Austell Ret	265	7,577,846	492,575	492,575	6.5%	21,200	156,353	\$12.67
Riverdale/Jonesboro Ret	320	10,283,773	1,034,892	1,034,892	10.1%	42,200	184,870	\$15.51
Roswell/Alpharetta Ret	426	15,764,164	1,014,782	1,113,134	7.1%	12,395	257,685	\$20.03
S Barrow Ret	15	861,594	46,245	50,245	5.8%	0	0	\$9.88
S Fulton/Union City Ret	149	4,348,897	664,462	664,462	15.3%	99,987	938,521	\$7.65
Sandy Spring/N Ctrl Ret	186	9,047,227	512,707	541,292	6.0%	0	0	\$16.99
SE Atlanta Ret	83	1,945,891	70,613	70,613	3.6%	0	3,423	\$14.49
Stone Mtn/Clarkston Ret	269	5,704,516	366,155	382,105	6.7%	0	18,000	\$12.01
Suwanee/Buford Ret	227	8,454,351	456,187	479,072	5.7%	18,630	884,445	\$21.28
Town Center/Marietta Ret	256	10,796,286	858,034	859,234	8.0%	8,600	64,157	\$14.92
Villa Rica/W Outlying Ret	225	6,955,995	478,147	593,715	8.5%	178,113	84,448	\$14.92
W Carroll County Ret	31	1,142,447	105,498	105,498	9.2%	44,760	30,000	\$15.99
				-	19.7%			
W Henry/Spalding Ret Walton County Ret	63 35	2,335,007	347,749 167,433	459,311 196,433	19.7%	0	28,000 5,900	\$12.13 \$9.37
vvanon County Ket	. 30	1,635,181	107.433	190 411	17 11 70	U	7 7 7 (1)	ny 1/

LEASING ACTIVITY

# LEASING HIGHLIGHTS IN SELECT COSTAR MARKETS Color Coded by Vacancy Rate



# Atlanta Retail Market

FASING ACTIVITY



SELECT TOP RETAIL LEASES Based on Leased Square Footage For Deals Signed in 2007

<u> </u>	LECT TOP KETA	IL LEASES	Based	on L	eased Square Footage For I	Deals Signed in 2007	
	Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1	1485 Highway 138	Lithonia/Conyers Ret	83,552	1st	Burlington Coat Factory	N/A	N/A
2	Royal Lakes Market Place	Gainesville/Hall Cnty Ret	70,225	1st	Kroger	N/A	N/A
3	Mill Rd	W Henry/Spalding Ret	50,000	1st	Ashley Furniture	N/A	The Sembler Company
4	Newton Plaza	Lithonia/Conyers Ret	42,930	1st	N/A	N/A	Halpern Enterprises, Inc.
5	6823 Mt. Zion Rd	Forest Park/Morrow Ret	36,000	1st	Auction Direct	N/A	Chrysler Realty
6	Upton's Southlake Center	Riverdale/Jonesboro Ret	25,000	1st	N/A	N/A	Larry E. Wilensky Company
7	Stone Mountain Festival	Lilburn/Snellville Ret	22,500	1st	Stone Mountain Stadium Theatre	N/A	New Plan Excel Realty Trust, Inc.
8	Medlock Bridge Shopping Center	Gwinnett Mall/Duluth Ret	20,000	1st	Natural Foods Warehouse	Direct Deal	Mimms Enterprises
9	4800 Davidson Rd	Town Center/Marietta Ret	20,000	1st	Gold's Gym	N/A	N/A
10	4800 Davidson Rd	Town Center/Marietta Ret	18,000	1st	Nightclub	N/A	N/A
11	80 Oak St	W Henry/Spalding Ret	16,000	1st	Fred's	N/A	N/A
12	Fountain Square Shopping Center*	Lilburn/Snellville Ret	15,000	1st	Tuesday Morning	N/A	N/A
13	Washington Square	Gainesville/Hall Cnty Ret	14,193	1st	Dollar Tree	Direct Deal	Mimms Enterprises
14	1960 Day Dr	Gwinnett Mall/Duluth Ret	12,000	1st	N/A	N/A	Monarch
15	Parkwood Village	Riverdale/Jonesboro Ret	12,000	1st	Beauty Master	Direct Deal	The Barre Management Group, LLC
16	Buford Dam Rd	Cumming/Forsyth Cnty Ret	12,000	1st	Golden Corral	N/A	The Sembler Company
17	JWL Furniture	Suwanee/Buford Ret	11,940	1st	N/A	N/A	Evans Real Estate Services Llc
18	Southlake II	Riverdale/Jonesboro Ret	11,700	1st	Citi Trends	N/A	Stafford Properties
19	Southlake II	Riverdale/Jonesboro Ret	11,700	1st	Farmer's Furniture	N/A	Stafford Properties
20	3307 NE Buford Hwy	Buckhead/Lenox Ret	11,027	1st	El Mundo Magico de Pandy	N/A	New Plan Excel Realty Trust, Inc.
21	Spalding Square	W Henry/Spalding Ret	10,500	1st	N/A	N/A	Halpern Enterprises, Inc.
22	314 Forest Park Pky	Forest Park/Morrow Ret	10,350	1st	N/A	N/A	Winton Bowman
23	2287 E Main St	Lawrenceville/Dacula Ret	9,840	1st	N/A	N/A	Harry Norman, Realtors
24	Mays Corners	Forest Park/Morrow Ret	9,516	1st	N/A	N/A	Wright & Barton LP
25	Home Depot	Roswell/Alpharetta Ret	9,490	1st	Second Childhood Consignment	N/A	N/A
26	1778 Ellsworth Industrial Dr	Chattahoochee Ret	9,000	1st	N/A	N/A	King Realty, Inc.
27	Hawthorne Plaza	Powder Spring/Austell Ret	8,500	1st	J.D. Fashion	Direct Deal	SeArrow Realty Services, Inc.
28	4809 Old National Hwy	College Park/SW Atl Ret	8,000	1st	Banquet and Conferencing Center	N/A	Safeway Management
29	Loehmann's Plaza	Northlake/I-85 Ret	8,000	1st	Dollar Tree	N/A	Regency Centers
30	Crestview Plaza	Lawrenceville/Dacula Ret	7,650	1st	City Slickers	Direct Deal	Lynx Real Estate, Inc.
31	Old National Town Center - Building 300	S Fulton/Union City Ret	7,364	1st	Dugan's Restaurant & Bar	N/A	The Shopping Center Group, LLC
32	Covington Car Care Center	Stone Mtn/Clarkston Ret	7,150	1st	N/A	N/A	Newburger-Andes & Company, Inc.
33	Old National Town Center - Building 100	S Fulton/Union City Ret	6,400	1st	Foot Quarters	N/A	The Shopping Center Group, LLC
34	Cruse Plaza	Gwinnett Mall/Duluth Ret	6,200	1st	Aroma Delight	N/A	Jetwani Investment LLC
35	Paulding Plaza	Paulding Cnty/Dallas Ret	6,200	1st	N/A	N/A	Paulding Plaza Management
36	Griffin Crossroads	W Henry/Spalding Ret	6,000	1st	N/A	N/A	Halpern Enterprises, Inc.
37	1182 E Highway 166	W Carroll County Ret	6,000	1st	Bowdon Gas	N/A	Josey Young Brady Realty LLC
38	Buford Dam Rd	Cumming/Forsyth Cnty Ret	5,976	1st	Carrabba's	N/A	The Sembler Company
39	Merton Walk	Suwanee/Buford Ret	5,850	1st	Korean Restaurant	Direct Deal	Benator Realty
40	Presidential Markets	Lilburn/Snellville Ret	5,850	1st	Peachtree Children's Dentistry	N/A	Equity One Realty & Management SE,

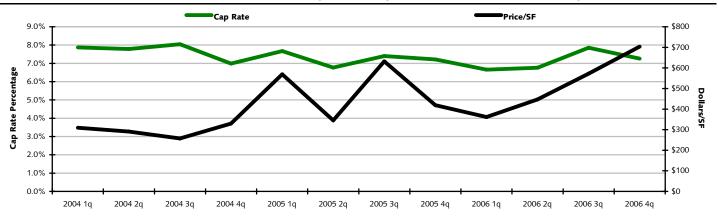
Source: CoStar Property®

\* Renewal

SALES ACTIVITY

#### THE OPTIMIST SALES INDEX

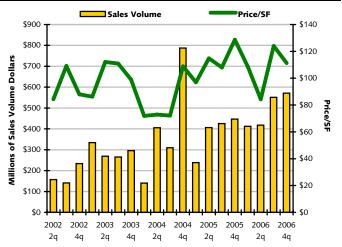
#### Average of Two Highest Price/SF's and Two Lowest Cap Rates



Source: CoStar COMPS®

#### SALES VOLUME & PRICE

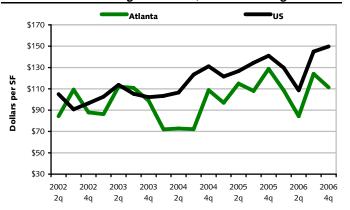
#### Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

# U.S. Price/SF Comparison

#### Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

#### SALES ANALYSIS BY BUILDING SIZE

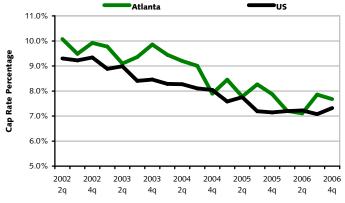
#### Based on Retail Building Sales From Jan. 2006 - Dec. 2006

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 50,000 SF	932	8,340,310	\$ 1,706,674,919	\$ 204.63	7.57%
50K-249K SF	112	12,011,479	\$ 1,221,020,784	\$ 101.65	7.59%
250K-499K SF	5	1,679,930	\$ 98,341,021	\$ 58.54	7.75%
>500K SF	1	732,595	\$ 32,000,000	\$ 43.68	-

Source: CoStar COMPS®

#### U.S. CAP RATE COMPARISON

#### Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

SALES ACTIVITY



#### SELECT TOP SALES

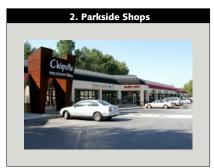
#### Based on Sales from January 2006 Through December 2006



#### Atlanta

\$47,950,000 \$323.93 Price: Price/SF: N/A 148,025 Cap Rate: RRA. 3/3/2006 Date: Year Built: 1974

Buyer: Equity One (Piedmont), LLC Seller: Piedmont Peachtree Associates, LP



#### **Sandy Springs**

Price: \$21,500,000 Price/SF: \$135.72 Cap Rate: N/A 158.411 RRA. 3/14/2006 Date: Year Built: 1988

Buyer: Mimms Parkside Shops, LLC Seller: Rahn Parkside Atlanta, LLC



#### Alpharetta

Price \$20,985,000 Price/SF: \$264.30 7.2% Cap Rate: 79,398 12/11/2006 RRA. Date: Year Built: 2005

Buyer: Antelope Valley Plaza LLC Seller: Windward Star Associates, LLC



#### Atlanta

Price: \$18,763,300 Price/SF: \$140.73 Cap Rate: N/A 133.324 RBA: Date: 11/10/2006 Year Built: 1989

Buyer: SSC Abernathy, L.P. Seller: Sandy Springs Crossing LLC



#### Lilburn

Price \$18,200,000 Price/SF: \$153.59 Cap Rate: RBA: N/A 118.500 Date: 3/1/2006 Year Built: 1985

Killian Hill Acquisition, LLC Buyer: Seller: MCW-RC GA-Killian Hill, LLC

8. Lake City Commons



#### Alpharetta

Price \$17,500,000 Price/SF: \$246.74 Cap Rate: RBA: 7.2% 70,926 12/11/2006 Date: Year Built: 2005

Antelope Valley Plaza LLC Buyer: Seller: Winward Exchange II, LLC



#### Marietta

Price: \$17,286,879 Price/SF: \$167.00 Cap Rate: N/A RBA: 103,517 Date: 5/8/2006 Year Built: 1999

Buver: Inland Western Powder Springs Battle

Seller: Ridge,

American Real Estate Investors, LP



#### Lake City

Price: \$12,740,000 Price/SF: \$138.79 Cap Rate: 7.38% RBA: 91,794 Date: 10/6/2006 Year Built: 1988

Buver: IPF/Lake City Limited Partnership Seller: USA Real Estate Profit Funds II, L.P.



#### Norcross

Price: \$11,800,000 Price/SF: \$118.91 Cap Rate: N/A RBA: 99,236 Date: 11/7/2006 Year Built: 1992

Tree Trail Improvements, LLC Buyer: Seller: Tree Trail (E&A), LLC



# SELECT SAME BUILDING SALES

#### **Based On Recent Building Sales Compared to Prior Sale**

Price/SF:

Cap Rate: 9.7%



Copeland Village Address: 215 Northwood Dr Atlanta City:

RBÁ: 24,992 Year Built: 1964 Tot \$ Return: \$1,110,000 Tot % Return: 28% Ann.Return: Months Held: 43

**Most Recent Sale** 

Price: \$5,100,000 Price/SF: \$204.07 Cap Rate: N/A Date: 12/27/2006

Copeland Village Shopping Ce Copeland Village, LLC Buyer: Seller: Sabra Management Brokers: Roberts Commercial Real Esta

Sale Prior to Most Recent Sale \$3,990,000

Price: Price/SF: \$159.65 Cap Rate: N/A Date: 6/5/2003

Copeland Village, LLC Buyer: Pilgrim Square Roberts Commercial Real Esta Seller: Brokers:



Shoppes at Friendship

Address: 4977 Friendship Rd **Buford** City: RBA: 23,500 Year Built: 2002 Tot \$ Return: \$877,250

Tot % Return: 29% Ann.Return: 11
Months Held: 32 11% **Most Recent Sale** 

\$3.869.250 Price/SF: \$164.65 Cap Rate: 9% 9/6/2005 Date: Buyer: JW, LLC

F & M Shoppes at Friendship, The Shopping Center Group, L Richard Bowers & Company Seller: Brokers:

Sale Prior to Most Recent Sale Price: \$2,992,000

\$127.32

Date: 1/13/2003 Buyer: F & M Shoppes at Friendship Shoppes at Friendship The Shopping Center Group, L Seller. Brokers:



French Quarter

3294 Peachtree Industrial Bl Address:

Duluth City: RBA: 23,646 Year Built: 2001 Tot \$ Return: \$400,000 Tot % Return: 14% Ann.Return: 4%
Months Held: 39

**Most Recent Sale** 

\$3,300,000 Price/SF: \$139.56 Cap Rate: 8.8% 9/6/2005 Date: FQ Properties, LLC Buyer:

Crosland French Quarter SPE, Easlan Capital of Atlanta, I Brokers:

Sale Prior to Most Recent Sale

\$2,900,000 Price/SF: \$122.64 Cap Rate: 11.62% Date: 6/14/2002

Cheshire Joint Venture Buyer: Seller: Ja-Her

N/A Brokers:



Flint River Plaza

300 Flint River Rd Jonesboro Address: City: RBA: 20,610 Year Built: Tot \$ Return: \$200,000 Tot % Return: 17% Ann.Return: 8%
Months Held: 25 8%

**Most Recent Sale** 

\$1,400,000 Price/SF: \$67.93 Cap Rate: 8.65% 7/22/2005 Date:

H & H Commons, LLC Buyer: NitNeil, LLC Marcus & Millichap Brokers:

Sale Prior to Most Recent Sale

\$1,200,000 Price/SF: \$58.22 Cap Rate: 10.29% 6/30/2003 Date: Nitneil Buyer: Seller: Minhinette House Brokers: Marcus & Millichap

## SELECT LAND SALES Based on Commercially Zoned Land Sales Occurring From Jan. 2006 - Dec. 2006

Lois St NW, Atlanta \$40,000,000 Sale Price: 137.00 Acres: Price/SF: \$6.70 06/30/2006 Closing Date: Zoning: Intended Use: **Public Park** 

Atlanta Development Authority Buyer:

Fulton County Quarry Seller:

Seller:

Buyer:

Acres:

**Convention Center Concour, Atlanta** 

\$26,000,000 Sale Price: 28.82 Price/SF: \$20.71 Closing Date: 06/16/2006 Zoning: GR Intended Use:

Hotel College Park Business and Industrial Deve Buyer:

Browns Bridge Rd, Gainesville

\$21,492,850 Sale Price: 409.86 Acres: Price/SF: \$1.20 01/31/2006 Closing Date: Zoning: HC

Intended Use: Hold for Development

Levitt & Sons of Hall County, LLC

Gateway Airport Associates, LP Sanford H. Orkin Seller:

Peachtree St NE, Atlanta

Sale Price: \$17,725,000 Acres: 1.69 Price/SF: \$240.64 Closing Date: 10/19/2006 Zoning: Unknown

Hold for Development Intended Use: 1400 Shailendra, LLC

Buyer: Seller: Urbana Midtown Associates II, LLC 3470 Financial Center Way, Buford

Sale Price: \$14,350,000 Acres: 37.93 Price/SF: \$8.69 Closing Date: 08/14/2006 Zoning:

Hold for Development Intended Use: Plaza at Buford Exchange, LLC Buyer:

Seller: Ruby Forrest, Inc. **Buford Dam Rd, Cumming** 

Sale Price: \$9,764,700 Acres: 32.07 Price/SF: \$6.99 Closing Date: 08/29/2006

Zoning:

Neighborhood Center Intended Use:

Sembler Family Partnership #32, Ltd. Buyer:

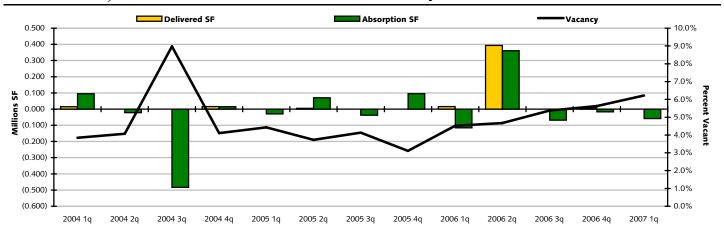
Seller: Mary Helen McGruder

Source: CoStar COMPS®



#### BUCKHEAD MARKET MARKET HIGHLIGHTS – CLASS "A, B & C"

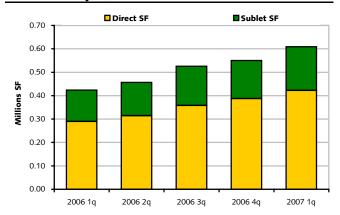
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

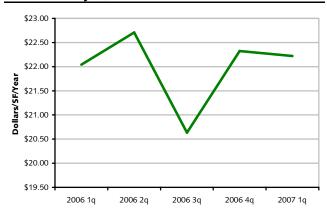
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



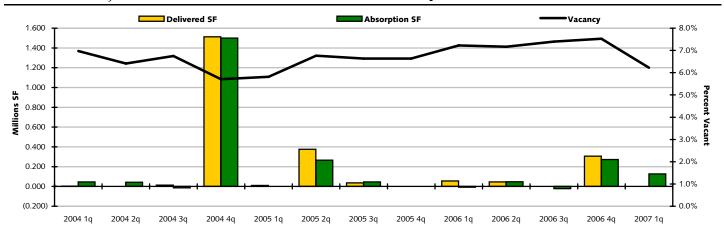
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	259	9,787,846	608,939	6.2%	(58,847)	0	0	2	175,028	\$22.22
2006 4q	259	9,787,846	550,092	5.6%	(17,128)	1	7,500	0	0	\$22.32
2006 3q	258	9,780,346	525,464	5.4%	(68,518)	0	0	1	7,500	\$20.63
2006 2q	258	9,780,346	456,946	4.7%	360,706	1	393,700	1	7,500	\$22.71
2006 1q	257	9,386,646	423,952	4.5%	(116,103)	1	16,166	1	393,700	\$22.04
2005 4q	256	9,370,480	291,683	3.1%	95,290	0	0	2	409,866	\$22.12
2005 3q	256	9,370,480	386,973	4.1%	(37,838)	0	0	1	16,166	\$20.72
2005 2q	256	9,370,480	349,135	3.7%	70,019	1	4,535	1	16,166	\$22.70
2005 1q	255	9,365,945	414,619	4.4%	(29,674)	0	0	2	20,701	\$22.30
2004 4q	255	9,365,945	384,945	4.1%	14,581	1	15,520	1	4,535	\$21.06
2004 3q	255	9,850,425	884,006	9.0%	(483,505)	0	0	1	15,520	\$21.37
2004 2q	255	9,850,425	400,501	4.1%	(21,676)	0	0	1	15,520	\$20.86
2004 1q	255	9,850,425	378,825	3.8%	94,345	2	15,120	0	0	\$20.98
2003 4q	253	9,835,305	458,050	4.7%	169,999	1	128,633	2	15,120	\$16.49
2003 3q	252	9,706,672	499,416	5.1%	(52,537)	0	0	3	143,753	\$17.00
2003 2q	252	9,706,672	446,879	4.6%	32,088	0	0	2	140,073	\$18.19



#### CENTRAL ATL MARKET MARKET HIGHLIGHTS - CLASS "A, B & C"

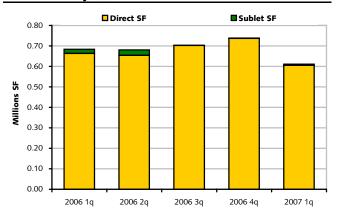
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

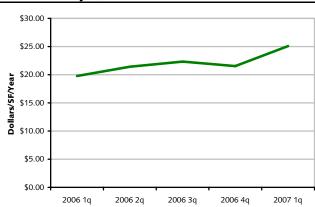
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



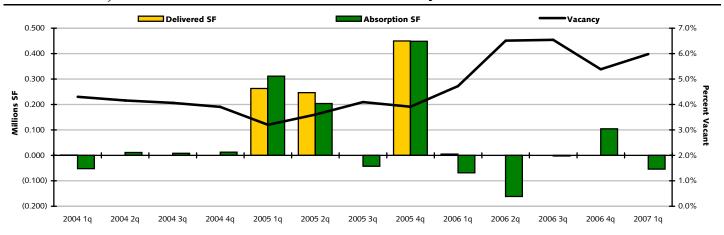
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	367	9,809,391	610,561	6.2%	127,424	0	0	7	812,834	\$25.08
2006 4q	367	9,809,391	737,985	7.5%	271,982	1	306,837	3	730,000	\$21.52
2006 3q	366	9,502,554	703,130	7.4%	(22,442)	0	0	3	1,026,837	\$22.33
2006 2q	366	9,502,554	680,688	7.2%	47,835	3	45,023	1	306,837	\$21.42
2006 1q	363	9,457,531	683,500	7.2%	(7,911)	3	55,612	4	351,860	\$19.76
2005 4q	361	9,405,887	623,945	6.6%	(43)	0	0	6	100,635	\$20.04
2005 3q	361	9,405,887	623,902	6.6%	45,968	4	36,479	5	69,191	\$19.36
2005 2q	357	9,369,408	633,391	6.8%	265,977	2	376,380	8	63,670	\$16.72
2005 1q	355	8,993,028	522,988	5.8%	769	1	11,000	10	440,050	\$16.80
2004 4q	354	8,982,028	512,757	5.7%	1,500,428	2	1,513,000	10	445,050	\$16.51
2004 3q	353	7,473,028	504,185	6.7%	(13,221)	2	12,892	10	1,926,103	\$16.71
2004 2q	351	7,460,136	478,072	6.4%	41,899	0	0	11	1,927,995	\$17.27
2004 1q	351	7,460,136	519,971	7.0%	46,051	1	1,700	8	48,995	\$17.60
2003 4q	350	7,458,436	564,322	7.6%	45,380	1	40,000	3	14,592	\$17.37
2003 3q	349	7,418,436	569,702	7.7%	(19,752)	0	0	4	54,592	\$16.74
2003 2q	349	7,418,436	549,950	7.4%	6,173	0	0	3	52,892	\$17.18



# CENTRAL PERIMETER MARKET

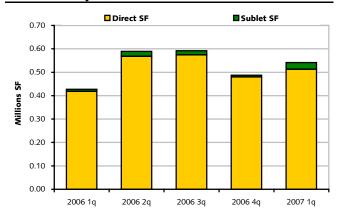
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

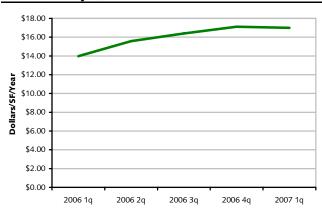
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



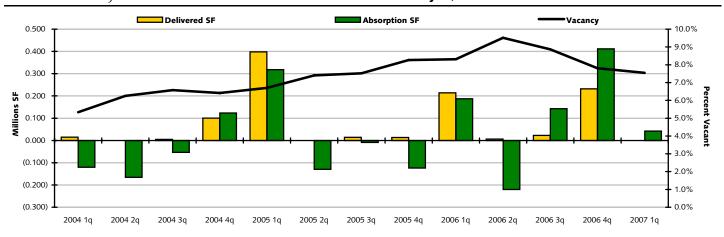
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	186	9,047,227	541,292	6.0%	(54,117)	0	0	0	0	\$16.99
2006 4q	186	9,047,227	487,175	5.4%	104,487	0	0	0	0	\$17.11
2006 3q	186	9,047,227	591,662	6.5%	(2,623)	0	0	0	0	\$16.40
2006 2q	186	9,047,227	589,039	6.5%	(161,633)	0	0	0	0	\$15.58
2006 1q	186	9,047,227	427,406	4.7%	(68,595)	1	5,122	0	0	\$13.98
2005 4q	185	9,042,105	353,689	3.9%	448,209	1	450,000	1	5,122	\$14.46
2005 3q	184	8,592,105	351,898	4.1%	(42,490)	0	0	2	455,122	\$14.37
2005 2q	184	8,592,105	309,408	3.6%	203,968	3	246,402	1	450,000	\$14.50
2005 1q	181	8,345,703	266,974	3.2%	311,313	2	262,792	4	696,402	\$14.60
2004 4q	179	8,082,911	315,495	3.9%	12,841	0	0	6	959,194	\$16.73
2004 3q	179	8,082,911	328,336	4.1%	7,919	0	0	2	262,792	\$16.70
2004 2q	179	8,082,911	336,255	4.2%	11,265	0	0	1	241,396	\$17.42
2004 1q	179	8,082,911	347,520	4.3%	(52,306)	1	1,461	0	0	\$17.64
2003 4q	178	8,081,450	293,753	3.6%	34,117	0	0	1	1,461	\$17.20
2003 3q	178	8,081,450	327,870	4.1%	19,852	0	0	1	1,461	\$18.40
2003 2q	178	8,081,450	347,722	4.3%	66,592	0	0	0	0	\$17.08



#### DEKALB MARKET MARKET HIGHLIGHTS – CLASS "A, B & C"

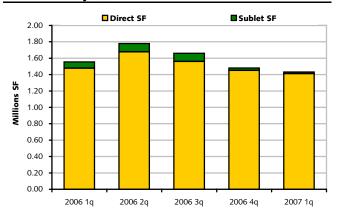
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

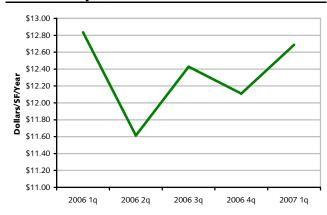
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes

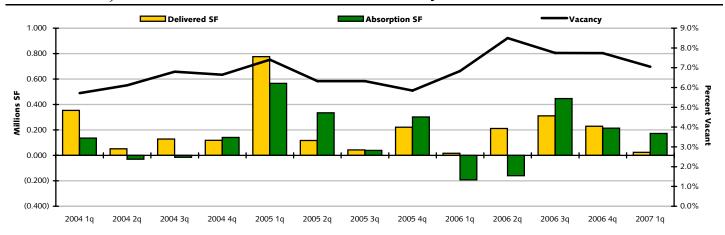


Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	763	18,954,128	1,431,286	7.6%	42,060	0	0	7	561,305	\$12.69
2006 4q	764	18,961,128	1,480,346	7.8%	411,713	5	231,545	2	26,000	\$12.11
2006 3q	759	18,729,583	1,660,514	8.9%	142,417	2	22,850	6	237,545	\$12.43
2006 2q	757	18,706,733	1,780,081	9.5%	(219,882)	1	6,000	7	254,395	\$11.61
2006 1q	756	18,700,733	1,554,199	8.3%	187,158	1	214,000	8	260,395	\$12.83
2005 4q	755	18,486,733	1,527,357	8.3%	(124,104)	2	13,365	3	242,381	\$12.36
2005 3q	753	18,473,368	1,389,888	7.5%	(8,824)	2	13,940	4	249,746	\$12.05
2005 2q	751	18,459,428	1,367,124	7.4%	(129,739)	0	0	5	49,686	\$11.39
2005 1q	751	18,459,428	1,237,385	6.7%	318,468	6	397,792	3	36,321	\$11.31
2004 4q	745	18,061,636	1,158,061	6.4%	123,613	2	100,038	6	397,792	\$11.53
2004 3q	743	17,961,598	1,181,636	6.6%	(53,585)	1	4,485	8	497,830	\$11.72
2004 2q	742	17,957,113	1,123,566	6.3%	(165,433)	0	0	6	444,895	\$11.34
2004 1q	742	17,957,113	958,133	5.3%	(120,457)	1	14,560	2	101,823	\$10.99
2003 4q	742	18,047,053	927,616	5.1%	(155,183)	1	13,500	1	14,560	\$10.73
2003 3q	741	18,033,553	758,933	4.2%	192,176	1	3,900	2	28,060	\$10.76
2003 2q	740	18,029,653	947,209	5.3%	118,487	1	7,110	2	17,400	\$9.36

# G E O R G I A 4 0 0 M A R K E T MARKET HIGHLIGHTS – CLASS "A, B & C"

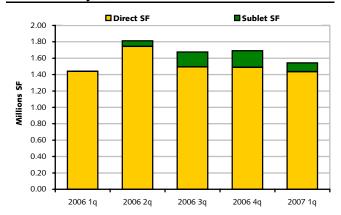
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

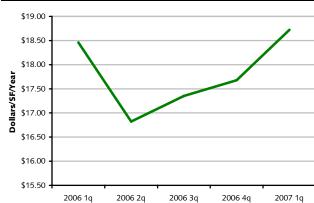
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



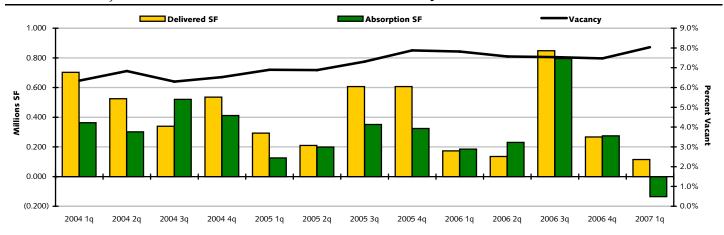
Source: CoStar Property®

	Existir	ng Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	632	21,878,954	1,543,042	7.1%	172,596	2	24,315	20	687,885	\$18.72
2006 4q	630	21,854,639	1,691,323	7.7%	213,326	10	228,526	14	509,035	\$17.68
2006 3q	620	21,626,113	1,676,123	7.8%	446,649	10	311,000	17	358,509	\$17.35
2006 2q	610	21,315,113	1,811,772	8.5%	(159,511)	6	210,938	24	636,071	\$16.82
2006 1q	604	21,104,175	1,441,323	6.8%	(192,589)	2	16,000	19	694,339	\$18.46
2005 4q	602	21,088,175	1,232,734	5.8%	302,256	6	221,430	13	504,938	\$18.50
2005 3q	597	20,872,773	1,319,588	6.3%	39,481	4	42,250	10	432,430	\$18.68
2005 2q	593	20,830,523	1,316,819	6.3%	334,747	5	117,296	12	318,680	\$18.99
2005 1q	588	20,713,227	1,534,270	7.4%	566,007	13	775,541	12	344,546	\$19.55
2004 4q	575	19,937,686	1,324,736	6.6%	141,051	4	117,997	19	903,117	\$17.61
2004 3q	571	19,819,689	1,347,790	6.8%	(15,287)	5	128,405	19	914,038	\$17.49
2004 2q	566	19,691,284	1,204,098	6.1%	(29,560)	2	51,454	17	872,215	\$18.09
2004 1q	564	19,639,830	1,123,084	5.7%	135,352	10	353,880	14	790,872	\$17.69
2003 4q	554	19,285,950	904,556	4.7%	327,034	7	179,593	18	565,834	\$17.87
2003 3q	547	19,106,357	1,051,997	5.5%	148,705	1	14,372	21	637,973	\$15.28
2003 2q	546	19,091,985	1,186,330	6.2%	(25,749)	4	23,676	13	504,108	\$14.78



# G W I N N E T T M A R K E T MARKET HIGHLIGHTS – CLASS "A, B & C"

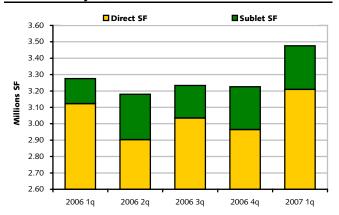
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

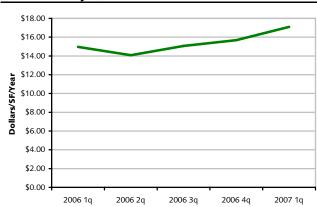
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



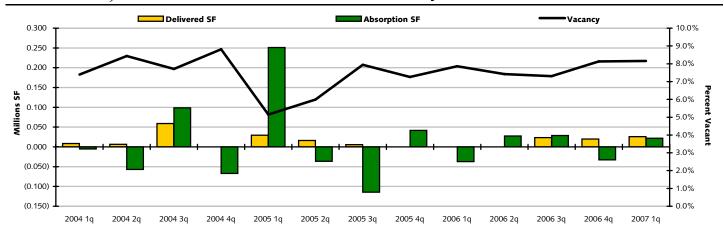
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	1,165	43,270,562	3,476,233	8.0%	(135,174)	5	115,300	68	2,397,279	\$17.10
2006 4q	1,160	43,155,262	3,225,759	7.5%	274,525	13	266,355	50	1,805,357	\$15.68
2006 3q	1,147	42,888,907	3,233,929	7.5%	794,776	13	848,248	44	1,387,666	\$15.07
2006 2q	1,134	42,040,659	3,180,457	7.6%	230,586	8	134,936	41	1,377,539	\$14.08
2006 1q	1,126	41,905,723	3,276,107	7.8%	185,409	7	173,029	33	1,263,839	\$14.96
2005 4q	1,119	41,732,694	3,288,487	7.9%	323,510	12	606,932	23	1,118,671	\$14.70
2005 3q	1,107	41,125,762	3,005,065	7.3%	350,594	9	606,173	24	1,303,948	\$14.76
2005 2q	1,099	40,562,734	2,792,631	6.9%	199,376	10	209,550	25	1,375,214	\$14.98
2005 1q	1,089	40,353,184	2,782,457	6.9%	125,170	18	292,650	25	1,382,532	\$14.84
2004 4q	1,071	40,060,534	2,614,977	6.5%	410,935	9	535,626	31	1,028,347	\$15.07
2004 3q	1,062	39,524,908	2,490,286	6.3%	520,121	10	339,513	31	1,242,487	\$15.53
2004 2q	1,053	39,192,895	2,678,394	6.8%	301,055	4	524,969	24	969,783	\$14.94
2004 1q	1,049	38,667,926	2,454,480	6.3%	363,167	19	702,370	19	1,375,792	\$14.85
2003 4q	1,031	38,028,166	2,177,887	5.7%	269,952	10	120,475	29	1,807,727	\$13.65
2003 3q	1,021	37,907,691	2,327,364	6.1%	53,224	9	144,487	32	1,054,127	\$12.88
2003 2q	1,012	37,763,204	2,236,101	5.9%	1,089,041	5	59,550	25	722,613	\$12.57



# NE ATLANTA OUTLYING MARKET

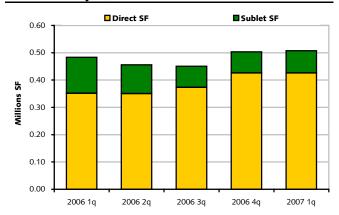
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

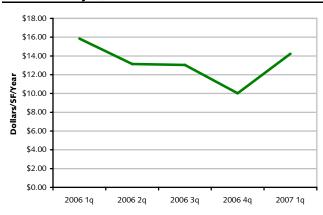
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



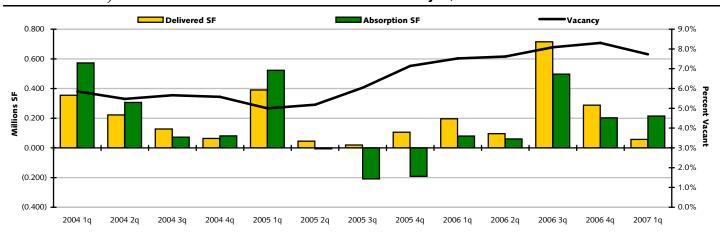
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	210	6,215,191	507,308	8.2%	21,799	2	26,000	5	53,383	\$14.23
2006 4q	208	6,189,191	503,107	8.1%	(32,722)	2	20,000	4	48,883	\$10.02
2006 3q	206	6,169,191	450,385	7.3%	28,761	3	23,280	5	55,983	\$13.04
2006 2q	203	6,145,911	455,866	7.4%	27,353	0	0	6	53,263	\$13.13
2006 1q	203	6,145,911	483,219	7.9%	(37,164)	0	0	3	22,763	\$15.86
2005 4q	203	6,145,911	446,055	7.3%	41,821	0	0	0	0	\$16.40
2005 3q	203	6,145,911	487,876	7.9%	(114,392)	1	5,511	0	0	\$16.48
2005 2q	202	6,140,400	367,973	6.0%	(36,582)	2	16,050	1	5,511	\$16.45
2005 1q	200	6,124,350	315,341	5.1%	251,153	2	29,477	3	21,561	\$16.04
2004 4q	198	6,094,873	537,017	8.8%	(66,960)	0	0	4	45,527	\$18.74
2004 3q	198	6,094,873	470,057	7.7%	98,501	2	59,126	1	6,000	\$18.69
2004 2q	196	6,035,747	509,432	8.4%	(56,934)	2	6,642	2	59,126	\$18.72
2004 1q	194	6,029,105	445,856	7.4%	(5,153)	1	8,676	4	65,768	\$16.69
2003 4q	193	6,020,429	432,027	7.2%	(277,415)	0	0	3	15,318	\$16.80
2003 3q	193	6,020,429	154,612	2.6%	83,048	2	92,566	1	8,676	\$12.59
2003 2q	191	5,927,863	145,094	2.4%	10,254	0	0	2	92,566	\$13.62



# NORTH COBB MARKET

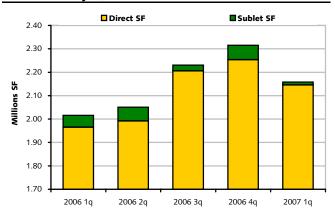
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

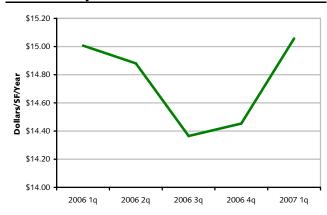
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



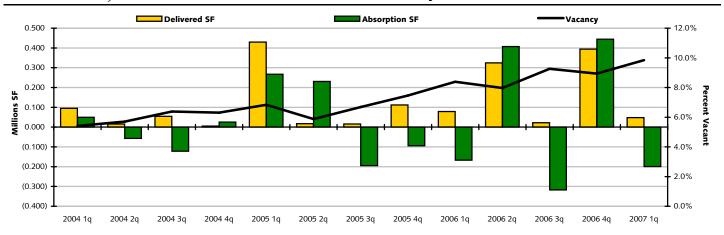
Source: CoStar Property®

	Existin	g Inventory	Vaca	incy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	891	27,931,977	2,158,349	7.7%	214,191	4	57,035	14	199,293	\$15.06
2006 4q	887	27,874,942	2,315,505	8.3%	202,346	10	287,595	15	212,974	\$14.45
2006 3q	877	27,587,347	2,230,256	8.1%	496,879	6	714,880	19	403,737	\$14.37
2006 2q	872	26,910,664	2,050,452	7.6%	60,910	6	95,800	19	1,078,767	\$14.88
2006 1q	866	26,814,864	2,015,562	7.5%	80,269	7	196,000	19	1,056,747	\$15.01
2005 4q	859	26,618,864	1,899,831	7.1%	(192,122)	6	106,184	18	1,034,938	\$15.10
2005 3q	853	26,512,680	1,601,525	6.0%	(209,622)	4	18,965	18	437,784	\$15.21
2005 2q	849	26,493,715	1,372,938	5.2%	(6,543)	5	45,384	14	334,149	\$14.63
2005 1q	844	26,448,331	1,321,011	5.0%	523,025	12	390,118	12	147,949	\$14.23
2004 4q	832	26,058,213	1,453,918	5.6%	80,921	5	63,387	18	443,102	\$14.25
2004 3q	827	25,994,826	1,471,452	5.7%	71,847	4	126,727	16	446,105	\$14.23
2004 2q	823	25,868,099	1,416,572	5.5%	306,093	6	222,254	9	435,779	\$14.51
2004 1q	817	25,645,845	1,500,411	5.9%	572,059	9	355,239	11	417,639	\$14.27
2003 4q	808	25,290,606	1,717,231	6.8%	162,997	3	106,486	15	551,829	\$14.49
2003 3q	805	25,184,120	1,773,742	7.0%	21,064	2	21,651	15	557,273	\$13.98
2003 2q	803	25,162,469	1,773,155	7.0%	(183,030)	4	187,111	6	319,524	\$13.54



# SOUTH ATLANTA MARKET

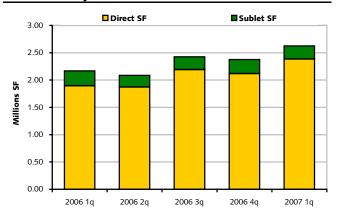
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

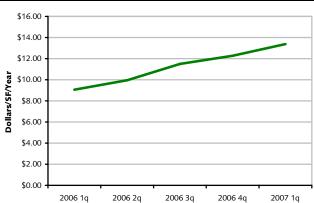
#### Historical Analysis, All Classes



Source: CoStar Property®

# Quoted Rental Rates

#### Historical Analysis, All Classes



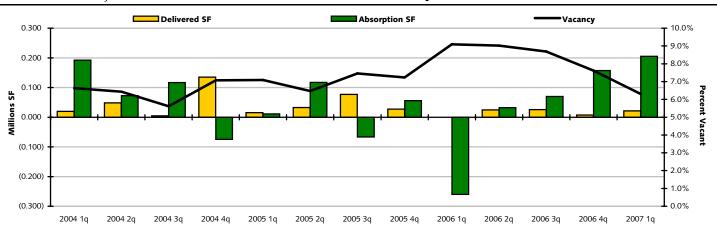
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	907	26,648,761	2,623,881	9.8%	(199,339)	5	47,825	23	357,692	\$13.38
2006 4q	902	26,600,936	2,376,717	8.9%	443,934	9	394,428	12	237,974	\$12.27
2006 3q	893	26,206,508	2,426,223	9.3%	(317,823)	2	21,798	16	530,623	\$11.49
2006 2q	891	26,184,710	2,086,602	8.0%	407,062	4	324,743	11	416,226	\$9.95
2006 1q	887	25,859,967	2,168,921	8.4%	(167,056)	6	78,710	6	346,541	\$9.06
2005 4q	881	25,781,257	1,923,155	7.5%	(93,996)	6	112,259	11	415,801	\$8.87
2005 3q	875	25,668,998	1,716,900	6.7%	(194,352)	2	15,480	16	519,436	\$9.14
2005 2q	873	25,653,518	1,507,068	5.9%	230,935	3	17,500	11	185,687	\$9.25
2005 1q	871	25,669,768	1,754,253	6.8%	266,932	9	429,493	6	84,980	\$10.21
2004 4q	862	25,240,275	1,591,692	6.3%	24,944	1	4,900	12	446,993	\$11.60
2004 3q	861	25,235,375	1,611,736	6.4%	(121,784)	4	54,186	13	451,893	\$10.97
2004 2q	857	25,181,189	1,435,766	5.7%	(57,288)	1	15,600	7	332,336	\$11.39
2004 1q	856	25,165,589	1,362,878	5.4%	49,321	3	94,680	7	343,036	\$12.34
2003 4q	853	25,070,909	1,317,519	5.3%	69,234	1	14,000	4	110,280	\$11.62
2003 3q	852	25,056,909	1,372,753	5.5%	734,743	7	835,490	4	108,680	\$11.36
2003 2q	845	24,221,419	1,272,006	5.3%	119,147	1	67,721	11	944,170	\$10.11



#### S O U T H C O B B M A R K E T MARKET HIGHLIGHTS - CLASS "A, B & C"

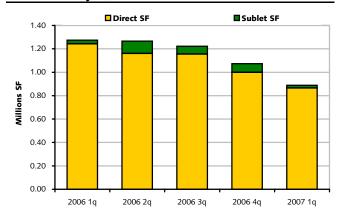
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

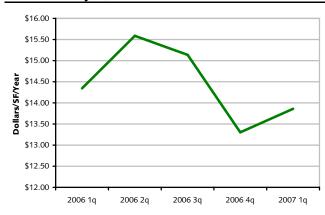
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



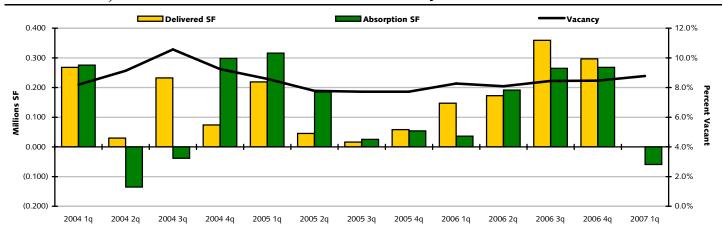
Source: CoStar Property®

	Existin	g Inventory	Vaca	ıncy	Net	Delivere	d Inventory	UC I	nventory	Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	473	14,091,893	888,449	6.3%	205,314	2	21,200	11	206,063	\$13.86
2006 4q	471	14,070,693	1,072,563	7.6%	157,208	1	7,437	8	172,153	\$13.30
2006 3q	470	14,063,256	1,222,334	8.7%	70,052	1	25,800	6	101,290	\$15.14
2006 2q	469	14,037,456	1,266,586	9.0%	32,190	3	24,368	3	75,237	\$15.59
2006 1q	466	14,013,088	1,274,408	9.1%	(260,361)	0	0	5	92,168	\$14.34
2005 4q	466	14,013,088	1,014,047	7.2%	55,831	2	27,234	3	24,368	\$13.77
2005 3q	464	13,985,854	1,042,644	7.5%	(66,580)	2	76,710	2	27,234	\$13.26
2005 2q	462	13,909,144	899,354	6.5%	117,144	1	32,450	4	103,944	\$15.09
2005 1q	461	13,876,694	984,048	7.1%	10,979	1	15,471	4	128,344	\$15.75
2004 4q	461	13,862,348	980,681	7.1%	(74,890)	3	134,870	3	107,921	\$14.01
2004 3q	458	13,727,478	770,921	5.6%	116,861	1	4,800	4	150,341	\$13.03
2004 2q	457	13,722,678	882,982	6.4%	72,250	2	48,150	5	155,141	\$12.81
2004 1q	455	13,674,528	907,082	6.6%	192,123	2	19,500	4	155,220	\$14.44
2003 4q	453	13,655,028	1,079,705	7.9%	252,966	3	235,067	4	67,650	\$12.08
2003 3q	450	13,419,961	1,097,604	8.2%	37,574	2	84,396	5	254,567	\$11.10
2003 2q	448	13,335,565	1,050,782	7.9%	8,690	0	0	6	327,763	\$10.50



#### SOUTH METROPOLITAN MARKET

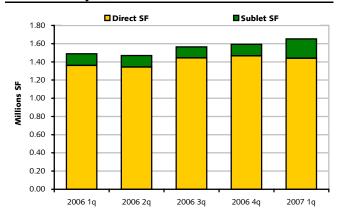
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

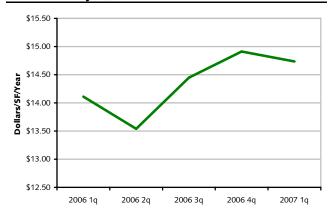
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



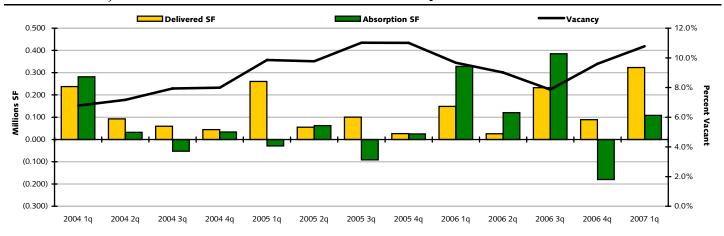
Source: CoStar Property®

Existing Inventory		g Inventory	Vacancy		Net	Delivered Inventory		UC Inventory		Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	533	18,822,830	1,652,007	8.8%	(59,124)	0	0	12	341,107	\$14.74
2006 4q	533	18,822,830	1,592,883	8.5%	267,707	4	296,666	7	277,192	\$14.91
2006 3q	529	18,526,164	1,563,924	8.4%	264,728	6	358,875	8	388,494	\$14.45
2006 2q	523	18,167,289	1,469,777	8.1%	191,109	6	172,583	12	706,541	\$13.54
2006 1q	517	17,994,706	1,488,303	8.3%	35,858	5	147,362	14	797,324	\$14.11
2005 4q	512	17,847,344	1,376,799	7.7%	53,663	3	58,033	16	660,080	\$13.50
2005 3q	509	17,789,311	1,372,429	7.7%	25,484	2	16,400	14	667,567	\$13.68
2005 2q	507	17,772,911	1,381,513	7.8%	184,903	2	45,500	8	495,458	\$14.34
2005 1q	505	17,727,411	1,520,916	8.6%	316,139	7	218,883	8	146,833	\$14.36
2004 4q	498	17,508,528	1,618,172	9.2%	298,242	4	74,055	12	334,388	\$14.41
2004 3q	494	17,434,473	1,842,359	10.6%	(38,372)	13	232,348	13	337,838	\$13.19
2004 2q	481	17,202,125	1,571,639	9.1%	(135,444)	3	29,851	21	488,230	\$14.41
2004 1q	478	17,172,274	1,406,344	8.2%	275,699	15	267,985	16	276,699	\$14.38
2003 4q	463	16,904,289	1,414,058	8.4%	108,769	5	100,897	21	366,615	\$14.50
2003 3q	458	16,803,392	1,421,930	8.5%	44,416	2	23,000	20	392,082	\$14.17
2003 2q	456	16,780,392	1,443,346	8.6%	(19,038)	4	105,960	13	280,005	\$11.21



#### METROPOLITAN MARKET MARKET HIGHLIGHTS - CLASS "A, B & C" WEST

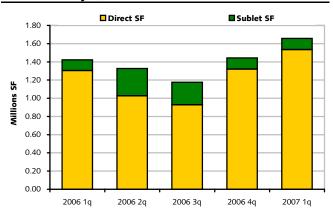
# DELIVERIES, ABSORPTION & VACANCY Historical Analysis, All Classes



Source: CoStar Property®

#### VACANT SPACE

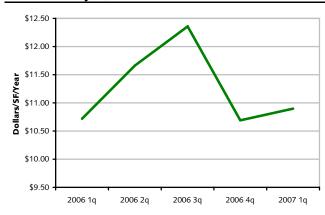
#### Historical Analysis, All Classes



Source: CoStar Property®

# QUOTED RENTAL RATES

#### Historical Analysis, All Classes



Source: CoStar Property®

	Existing Inventory		Vaca	Vacancy		Delivered Inventory		UC Inventory		Quoted
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2007 1q	487	15,373,196	1,658,013	10.8%	108,418	7	322,860	9	1,072,969	\$10.90
2006 4q	480	15,050,336	1,443,571	9.6%	(179,643)	1	88,713	11	392,220	\$10.69
2006 3q	479	14,961,623	1,175,215	7.9%	384,849	4	232,783	11	433,146	\$12.36
2006 2q	475	14,728,840	1,327,281	9.0%	120,513	2	25,537	10	566,409	\$11.66
2006 1q	473	14,703,303	1,422,257	9.7%	328,493	8	148,207	7	347,033	\$10.72
2005 4q	465	14,555,096	1,602,543	11.0%	24,949	3	26,391	14	406,527	\$10.65
2005 3q	462	14,528,705	1,601,101	11.0%	(91,424)	6	100,046	14	393,781	\$10.74
2005 2q	456	14,428,659	1,409,631	9.8%	62,609	2	55,214	14	424,463	\$10.31
2005 1q	454	14,373,445	1,417,026	9.9%	(29,310)	8	260,369	12	382,190	\$9.71
2004 4q	446	14,113,076	1,127,347	8.0%	33,440	4	44,600	17	570,893	\$8.73
2004 3q	442	14,068,476	1,116,187	7.9%	(52,486)	3	59,390	15	523,736	\$8.49
2004 2q	439	14,009,086	1,004,311	7.2%	31,905	4	92,226	12	486,458	\$10.24
2004 1q	435	13,916,860	943,990	6.8%	281,579	7	237,910	10	269,394	\$9.84
2003 4q	428	13,678,950	987,659	7.2%	43,254	3	24,004	12	340,536	\$8.64
2003 3q	425	13,654,946	1,006,909	7.4%	(70,602)	3	23,211	12	348,492	\$9.22
2003 2q	422	13,631,735	913,096	6.7%	3,364	3	25,860	7	110,119	\$9.31

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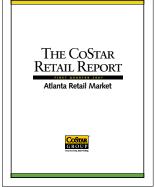
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